



MICHIGAN STRATEGIC FUND

MEMORANDUM

DATE: March 12, 2021

TO: The Honorable Gretchen Whitmer, Governor of Michigan
Members of the Michigan Legislature

FROM: Mark Burton, President, Michigan Strategic Fund

SUBJECT: FY 2020 MSF/MEDC Annual Report

The Michigan Strategic Fund (MSF) is required to submit an annual report to the Governor and the Michigan Legislature summarizing activities and program spending for the previous fiscal year. This requirement is contained within the Michigan Strategic Fund Act (Public Act 270 of 1984) and budget boilerplate.

Attached you will find the annual report for the MSF and the Michigan Economic Development Corporation (MEDC) as required in by Section 1004 of Public Act 166 of 2020 as well as the consolidated MSF Act reporting requirements found in Section 125.2009 of the MSF Act. Additionally, you will find an executive summary at the forefront of the report that provides a year-in-review snapshot of activities, including COVID-19 relief programs to support Michigan businesses and communities.

To further consolidate legislative reporting, the attachment includes the following budget boilerplate reports:

- Michigan Business Development Program and Michigan Community Revitalization Program amendments (Section 1006)
- Corporate budget, revenue, expenditures/activities and state vs. corporate FTEs (Section 1007)
- Jobs for Michigan Investment Fund (Section 1010)
- Michigan Film incentives status (Section 1032)
- Michigan Film & Digital Media Office activities (Section 1033)
- Business incubators and accelerators annual report (Section 1034)

The following programs are not included in the FY 2020 report:

- The Community College Skilled Trades Equipment Program was created in 2015 to provide funding to community colleges to purchase equipment required for educational programs in high-wage, high-skill, and high-demand occupations. All 18 colleges that were awarded funding have purchased and installed their equipment related to the \$50 million. The program is in a monitoring phase and debt service payments on the limited obligation revenue bonds authorized by the MSF will continue until 2027.
- The Centers of Innovation Program was established by Public Act 221 of 2012 to accelerate the commercialization of innovative technologies. A \$5 million grant awarded to SRI International for a period of five years ended in February 2019 and no additional progress reports are required.

Please contact the MEDC Office of Government Relations at 517.335.1847 if you have any questions.

Attachment

cc: Dave Massaron, State Budget Director
Chris Harkins, Director, Senate Fiscal Agency
Mary Ann Cleary, Director, House Fiscal Agency
Margaret O'Brien, Secretary of the Senate
Gary Randall, Clerk, Michigan House of Representatives



2020 ANNUAL REPORT



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

PURE MICHIGAN®



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A Message from Our Leadership

In a year defined by unprecedented challenges and global crises, the MEDC came together with our partners across the state to drive meaningful and positive change throughout Michigan. We ensured more than \$180 million in critical economic relief funds – including those called for by the Governor and appropriated by the state legislature, federal relief funding, and redirected resources from existing MEDC programs – made it into the hands of small businesses, entrepreneurs and the workers they support in every corner of the state. While continuing to pursue competitive business attraction opportunities – along with our efforts to develop vibrant communities and promote Michigan on the world stage – we also supported Michigan’s Arsenal of Innovation as a unique strength to support the frontlines in the fight against COVID-19.

We were reminded that Michigan’s businesses and workers are resilient, with projects MEDC has supported coming to fruition and bringing hope to Michiganders in the depths of a pandemic. From Fiat Chrysler Automobiles hiring 4,100 Detroit residents as part of its generational commitment to create more than 6,400 jobs at Michigan facilities, to Spartan Michigan, LLC completing its construction of one of the nation’s largest dairy processing facilities in St. Johns, to Capital City Market opening its doors to offer fresh food options in downtown Lansing, it remained clear that Michigan is a place where businesses of all sizes can access opportunities, grow and succeed, no matter the circumstances.

In FY2020, we continued to prove that in the face of adversity, our focus remains on economic growth, achieving record-high gains in key national business climate rankings that demonstrate we are equipped to rebound from this crisis and pick up our economic momentum where we left off in 2019. From achieving a record-high jump in Chief Executives’ national CEO rankings, to maintaining our first-place position for automotive manufacturing strength in Business Facilities’ coveted rankings – Michigan is making a name for itself as a smart choice for doing business.

We, like other organizations and individuals across the nation, recognized the need to fully embrace equity to drive economic opportunity for all Michiganders, particularly given the effects of COVID-19 on communities throughout the state. To show leadership in these efforts, we have approved updated guidelines to our flagship community revitalization and business attraction

programs to better align them with our values around diversity, equity and inclusion, making them more accessible and reinforcing our commitment to invest in geographically disadvantaged areas to create a more equitable and resilient economy for all.

In looking back on the incredible impact we have had over the past fiscal year, we recognize that we would not have achieved this level of success without the collaboration and support of our many partners. Whether it was with our local economic development organizations in administering signature COVID-19 relief programs; through the partnerships and support we received from community organizations like the Michigan Municipal League Foundation; the efforts of service providers like the Small Business Development Center doubling their interactions with Michigan’s small businesses during the pandemic; and the relationships we have developed and grown with our corporate, regional and interlocal development partners statewide, we know that our success is possible thanks to the many partners who join us in this important work.

We at MEDC recognize that Michigan can only be a successful state if we are a state of successful people. That is why we have been laser-focused on having the greatest impact possible for our businesses, communities and job creation efforts throughout FY 2020. We look forward to continuing our work over the coming fiscal year to pick up our economic momentum and build on it even further to enable opportunities for residents across all corners of our state.

Sincerely,



Mark A. Burton
CEO, MEDC



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Chair, MEDC Executive Committee

MEDC Strategic Priorities in FY 2020

When developing our new five-year strategic plan in FY 2019, we included a series of recession planning scenarios to anticipate how our organization could best support and lead statewide economic recovery efforts should it be necessary. Though no one could have predicted COVID-19 would be the cause, as a result of this preparation, the MEDC had the right set of strategic priorities identified when this outbreak began here in Michigan to help continue guiding our state toward future recovery and prosperity.

Mobilizing in Response to a Global Pandemic

When the State of Emergency was declared on March 10, 2020, the MEDC moved swiftly to provide vital economic support to businesses, entrepreneurs, workers and communities throughout all 83 counties of the state, while enabling Michigan's Arsenal of Innovation to support the frontlines in the fight against COVID-19.

In FY 2020, we are proud to have successfully deployed 19 response programs that have allowed us to support more than 18,500 companies, help retain more than 147,000 jobs for Michigan workers and facilitate the production of 2.5 million units of PPE and other critical supplies here in Michigan. We anticipate additional relief and recovery efforts in FY 2021, and we stand ready to support and deploy those with the same efficiency and impact as the number of programs we develop and administer continues to grow.

We have acted intentionally to drive positive outcomes in every region in the state and create equitable opportunities for access to capital and other critical support. Our response programs have assisted businesses in every Michigan county across a range of industries, including food service, retail, healthcare, manufacturing, construction, agriculture and professional services, among others, with 42 percent of our support going toward geographically disadvantaged areas in the state.

We are proud of our efforts to stand up relief and response programs during this time, which have also positioned Michigan as a national leader in our ability to respond quickly – and effectively – to the virus. As we continue to respond to the immediate needs as a result of COVID-19, we remain focused on restoring economic prosperity for all Michiganders and support the businesses and community projects that will secure the long-term economic health of our state.

MEDC COVID RESPONSE

 **18,500+** COMPANIES SUPPORTED

19
RESPONSE PROGRAMS LAUNCHED

2.5M+
INDIVIDUAL PPE SUPPLIES PRODUCED

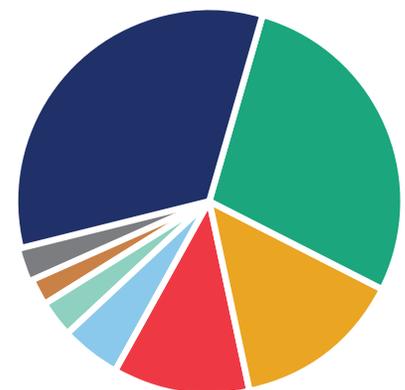
146,000+ JOBS RETAINED 

42% OF ASSISTANCE WAS DEDICATED TO DISADVANTAGED AREAS

83/83 COUNTIES RECEIVED ASSISTANCE 

INDUSTRY IMPACT

- Service
- Restaurants & Bars
- Retail
- Agriculture
- Construction, Maintenance, and Repair
- Health Care
- Manufacturing
- Other





Statewide Pandemic Support

In 2020, Michigan focused its longstanding history of making things – from automobiles to life-saving drugs – and legendary manufacturing know-how to help relieve shortages of personal protective equipment throughout the country. MEDC programs supported Michigan companies in quickly pivoting from making tents, engines and hydraulic filter cartridges to drive-through tents for COVID-19 screening, respirators and surgical masks.

In Traverse City, TentCraft, Inc. had never manufactured products for the healthcare or medical industry. But after receiving a Pure Michigan Business Connect (PMBC) COVID-19 Emergency Access and Retooling Grant, the company was able to keep their workers on the job while producing PPE products needed by frontline healthcare workers. As a result, TentCraft has now opened up into a whole new market for their business, allowing them to not only survive the crisis but create a long-term opportunity for growth.

In total, the 12 businesses that received PMBC COVID-19 Emergency Access and Retooling Grants produced 2.5 million units of PPE right here in Michigan in a matter of months, while generating \$27 million in new sales supporting their workforce and continued operations in the state.

To effectively and efficiently respond to the crisis, we worked collaboratively with our local economic development partners, as well as organizations supporting underrepresented and minority groups

who provide dedicated support for geographically disadvantaged areas.

In Muskegon, Kuntry Cookin' has been a staple in the community since 2016, serving up home-cooked barbecue while giving back to the community along the way. To protect its employees and customers the restaurant closed when COVID-19 arrived in Michigan, causing financial challenges for both the owners and employees. As a result of its support from the MEDC's Michigan Entrepreneur Resilience Fund – in partnership with Michigan Women Forward – the business was able to bring its staff back on board and safely reopen its doors to the community once more. Even during a global pandemic, the MEDC remains committed to ensuring economic prosperity is truly available for all Michiganders, and programs like the Michigan Entrepreneur Resilience Fund play a critical role in providing equitable opportunities for all.

We also continued to offer support and resources through our traditional programs and services for small businesses around Michigan to help them respond and recover from the outbreak. In Harbor Beach, the cartridge manufacturer National Filters purchased equipment necessary to increase surgical mask production from 250 per day to 7,200 masks per hour along with 2,000 N95 respirators each hour as a result of collateral support from MEDC's traditional Capital Access program.

With MEDC support, these businesses are turning hardships into opportunities to support both their workforce and frontline healthcare workers in the face of COVID-19.

Accelerating Economic Opportunities in FY 2020

In addition to our comprehensive pandemic response, the MEDC team continued to pursue our goal of ensuring Michigan's economy is the fastest growing, most equitable and resilient economy in the country. By staying true to our guiding principles to sustain long-term growth, have a regional impact and drive equitable high-wage growth, we continued supporting projects that are enabling economic prosperity throughout the state.

BUSINESS INVESTMENT

11,595
TOTAL JOBS



\$5.7 BILLION
IN PRIVATE INVESTMENT

\$4.4 BILLION
FACILITATED REVENUE

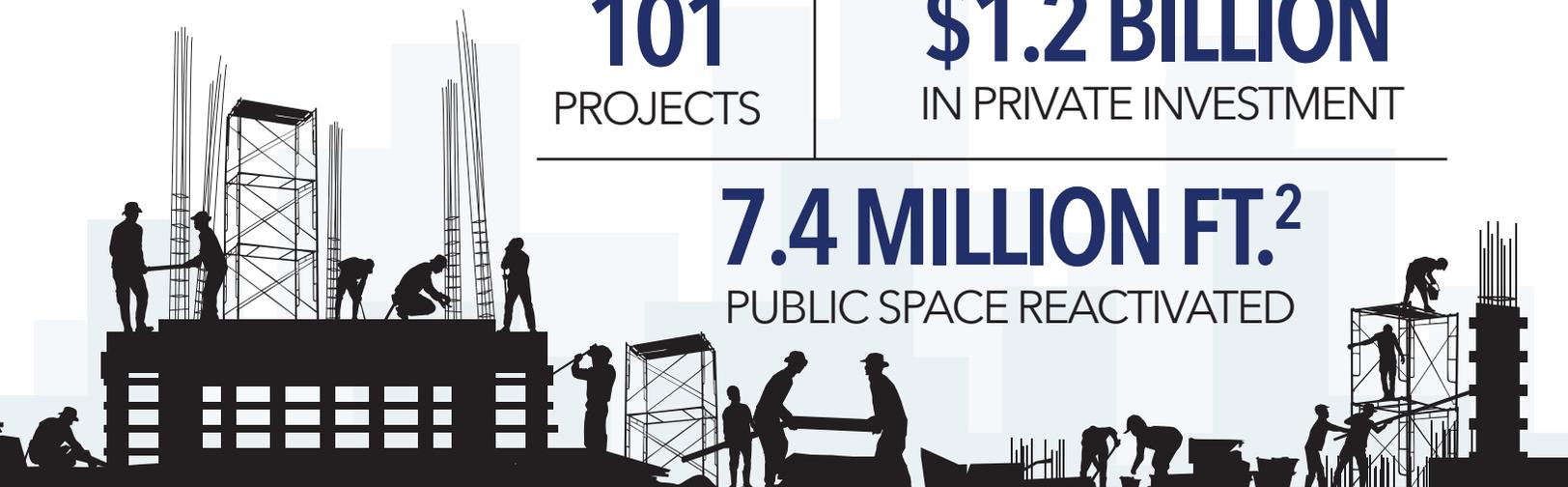
144
PROJECTS

COMMUNITY VITALITY

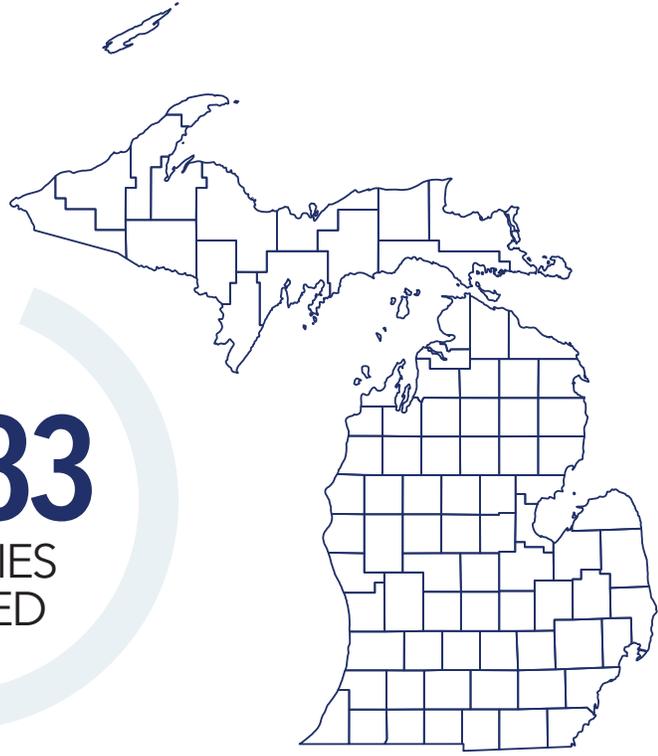
101
PROJECTS

\$1.2 BILLION
IN PRIVATE INVESTMENT

7.4 MILLION FT.²
PUBLIC SPACE REACTIVATED



REGIONAL IMPACT



SERVICE PROVIDERS

17,630 SERVICE INTERACTIONS

(Procurement Technical Assistance Center, International Trade STEP Grants, Michigan Manufacturing Technology Center, Pure Michigan Business Connect, Small Business Development Center)

IMAGE

5.8 MILLION
PURE MICHIGAN VISITORS TO THE STATE (2018)

\$2.3 BILLION
PURE MICHIGAN INFLUENCED SPENDING IN STATE (2018)

8,862
NET NEW BUSINESS PROSPECTS



LOOKING BACK:

MEDC Creates Economic Prosperity in Any Climate

In FY 2020, we remained focused on supporting the economic needs of small businesses, entrepreneurs, communities and workers throughout the state, while continuing to work with Michigan businesses and pursuing competitive business growth deals. As a result, we have effectively responded to the crisis at hand while helping create a runway for economic recovery by growing businesses and resilient, diverse and vibrant communities in every corner of the state long after this crisis has concluded.



LOOKING BACK

ANN ARBOR



600 Jobs



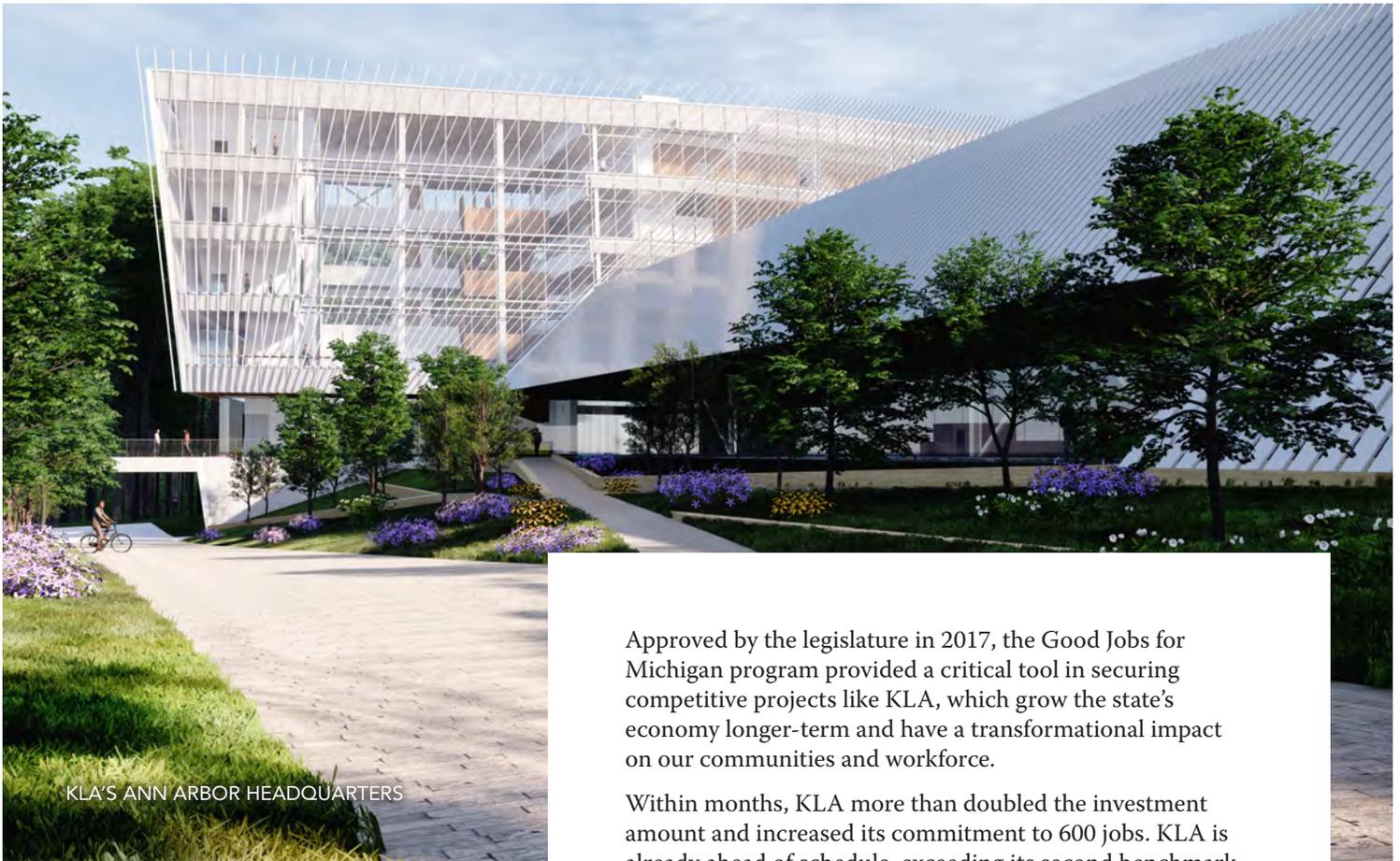
\$150 Million in Investment



Good Jobs for Michigan Program

This year, KLA – a global leader in semiconductor manufacturing – celebrated two years of growth in Ann Arbor, where the company has surpassed 200 hires and is under construction on its permanent building to open in 2021.

Based out of Silicon Valley, KLA originally chose to locate its second headquarters in Ann Arbor in October 2018, after considering more than 350 North American locations. The project was expected to generate \$70 million in private investment and create 500 high-tech, high-wage jobs over the next five years, with key support for the project coming from the Good Jobs for Michigan program.



KLA'S ANN ARBOR HEADQUARTERS

Approved by the legislature in 2017, the Good Jobs for Michigan program provided a critical tool in securing competitive projects like KLA, which grow the state's economy longer-term and have a transformational impact on our communities and workforce.

Within months, KLA more than doubled the investment amount and increased its commitment to 600 jobs. KLA is already ahead of schedule, exceeding its second benchmark by 50 jobs and several months. Even in the midst of a pandemic, the company is continuing to see momentum grow here in Michigan.

The state also continued its innovative leadership in mobility and electrification, while supporting entrepreneurial success during the global pandemic. For example, as a result of MEDC's expanded support for services provided through the Business Accelerator Fund and the Tech Startup Stabilization Fund, Ann Arbor-based startup, Bedestrian, was able to leverage its autonomous delivery vehicle to support hospitals and healthcare providers in Michigan communities during the COVID-19 outbreak. In doing so, Bedestrian was able to minimize the amount of person-to-person contact and mitigate the potential spread of the virus.

Meanwhile, the state's Office of Future Mobility and Electrification was created by Governor Whitmer in February 2020 and launched in July 2020 to help the state maintain its automotive leadership and strengths in mobility and electrification. In August 2020, an initiative to develop a first-of-its-kind 40-mile driverless vehicle corridor between Detroit and Ann Arbor, designed to improve transportation for communities in Southeast Michigan was announced through the efforts of the Office in partnership with key agencies including MEDC, MDOT and LEO. This initiative – as part of a public-private partnership between the state of Michigan and Cavnu, along with local and university partners – will help us build the future of roads in Michigan while closing long-standing gaps in access to transit and transportation across the region.



LOOKING BACK

LANSING



Urban Grocery Market



Affordable Housing



Entrepreneurial Opportunities

In 2020, the city of Lansing experienced a surge of economic activity to support the vibrancy of its community and help small businesses and entrepreneurs thrive throughout the region, aided along the way with key support and resources from the MEDC.

Through our support for the One&All program led by the Lansing Economic Area Partnership (LEAP), for example, we are helping increase opportunities for underserved individuals across mid-Michigan to succeed as entrepreneurs or small business owners. By providing access to a professional business network, seed investment and more, this pilot program is creating a pathway for women-, minority- and veteran-owned startups and small businesses to prosper in Michigan.



We also saw the Capital City Market opening its doors in downtown Lansing, with the completion of the Block600 development. The development, which also features a hotel and residential units, became a reality through critical support from MEDC's Michigan Community Revitalization Program, along with our partners at the Lansing Economic Area Partnership (LEAP) and others. Located within walking distance of businesses and offices in downtown Lansing and several residential neighborhoods, the Capital City Market is not only helping generate greater economic activity in the area, but increasing local access to affordable, fresh food options.

In building on our support for transformative projects like this that help create vibrant and resilient communities throughout Michigan, in 2020 we also supported the Allen Place Project through the Michigan Community Revitalization Program, which embodies our commitment to enabling equitable, long-term opportunities for all Michiganders.

For years, the Allen Neighborhood Center has served as a community cornerstone, acting as a hub for community outreach and engagement, health coverage assistance, urban farming initiatives and a comprehensive food program.

Together, the success and demand for these services have served as a foundation for the Allen Place Project, by renovating the building to grow this organization's impact on the community even further.

By rehabilitating the Allen Neighborhood Center, this project is creating upward mobility for the area's residents by providing more affordable housing options for the region. Additionally, the new center will feature sustainable green features while supporting local farmers, allowing them to use the space for a seasonal farmer's market that provides the community greater access to affordable, fresh food options. The project will help to catalyze entrepreneurship by offering an accelerator kitchen for food-based entrepreneurs to test and grow their products, and it will provide for equitable, high-wage growth by supporting women- and minority-owned businesses, while offering internships for young people.

At the end of the day, these projects represent so much more than being another redevelopment, rather they are projects that are making the Lansing community a vibrant place to attract talent and showcase the quality of life Michigan has to offer.

LOOKING BACK

UPPER PENINSULA



Tribal Business Support



Residential Housing



Support Local Initiative

Throughout the year, we remained intentional about ensuring our efforts had a regional impact, supporting communities across all corners of the state, and spanning the Upper Peninsula with an effort to create places that attract talent and tourists alike.

In Sault Ste. Marie, Tipping Point Solutions, Inc. announced its plans to expand its operations in the city with support from the Michigan Micro Business Development Program. As a business member of the Sault Tribe and a high-tech company in the defense industry, the business will grow its presence in downtown Sault Ste. Marie, which is a Michigan Main Street Community and engaged with MEDC's



Redevelopment Ready Communities program. Taken together, the Michigan Main Street and Redevelopment Ready Communities programs provide technical assistance to help communities foster a downtown place-management set of best practices, while also helping them create plans to integrate transparency and prepare for future investment in their community.

The expansion is taking place in the Tamarack Business Center, a redevelopment project of the Sault Ste. Marie Tribe of Chippewa Indians that received state support in July 2018, bringing it full circle as it locked in tenants in 2020.

On the Western side of the Upper Peninsula, MEDC supported a project with a Michigan Community Revitalization Program grant in the city of Iron Mountain that will convert an underutilized, obsolete second floor of a historic, mixed-use building into seven residential apartments, supporting the high demand from residents and prospective talent for market-

rate rental housing options. The units will be in walking distance of all downtown retail shops and entertainment, in turn helping support those small, local businesses.

Small businesses are often the economic drivers of our local communities, bonding people of all backgrounds and beliefs together through a shared sense of community. Through our Support Local initiative we encourage Michiganders to shop, dine and stay local in support of small businesses, including those in the Upper Peninsula that help make Pure Michigan such an irresistible destination. With gift guides to make shopping local in communities around the state even easier, local favorites like Snowbound Books and Revival Boutique in Marquette and Upper Hand Brewery in Escanaba are highlighted to encourage people to stay local and support Michigan workers – because there is nothing more Pure Michigan than supporting our small businesses, which are so often the heartbeat of our local communities.

LOOKING BACK

GRAND RAPIDS



170 Jobs



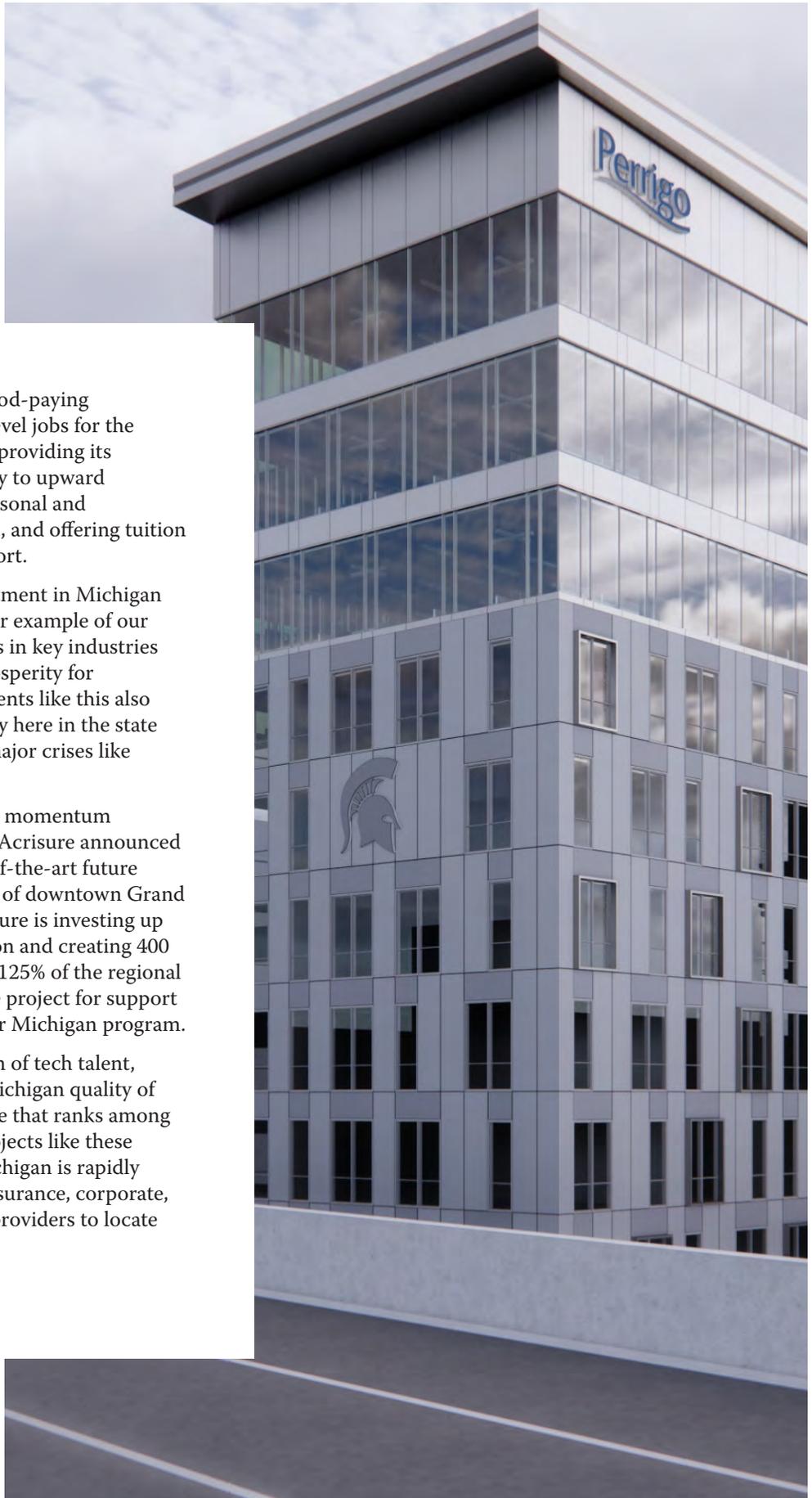
\$44.7 Million in Investment



**Professional and Corporate
Services Industry**

As we work to combat the economic challenges across the state brought on by this global pandemic, we need bold and creative solutions to help us build a more equitable and resilient economy in Michigan.

These efforts – guided by our five-year strategic plan – are already paying off, with the announcement from leading global provider of self-care products, Perrigo that it plans to invest \$44.7 million in the region by establishing its North American Corporate Headquarters in the heart of Grand Rapids' Medical Mile district.



Perrigo will create 170 good-paying professional- and entry-level jobs for the region's workforce, while providing its employees a clear pathway to upward mobility, encouraging personal and professional development, and offering tuition reimbursement and support.

Perrigo's continued investment in Michigan and its workforce is a clear example of our efforts to support projects in key industries that enable long-term prosperity for Michiganders. Developments like this also create economic resiliency here in the state to help us recover from major crises like COVID-19.

This project builds off the momentum created in FY 2019 when Acrisure announced its plans to build a state-of-the-art future headquarters in the heart of downtown Grand Rapids. In doing so, Acrisure is investing up to \$33 million in the region and creating 400 new, good-paying jobs at 125% of the regional area wages, qualifying the project for support through the Good Jobs for Michigan program.

With a high concentration of tech talent, low cost of living, Pure Michigan quality of life, and a business climate that ranks among the best in the nation, projects like these are further proof that Michigan is rapidly becoming a hotbed for insurance, corporate, and professional service providers to locate and do business.

LOOKING AHEAD:

Positioning Michigan for Future Resiliency

We are heading into FY 2021 optimistic as we work to create a more equitable and resilient economy in the coming year. We have a tremendous opportunity to build on the story of Michigan's Arsenal of Innovation – across industry sectors and through the support of MEDC – to continue to accelerate the economic momentum and jobs it will drive in the coming year.



Moving forward, MEDC's FY 2021 budget reflects the values and tools we will use to approach this economic crisis by setting the foundation of Michigan's economic rebuilding in the months and years to come. As part of this recovery, we are focused on four key pillars.

An effective incentive toolkit

When we are equipped with the appropriate support and funding, we will be able to maintain our impactful and important flagship business development and community development programs as well as our entrepreneurial support system, including SmartZones throughout the state. Additionally, we will be poised to address the talent needs of businesses expanding to or growing in the state through existing incentive resources like the Jobs Ready Michigan program, while adapting to address growing trends like Industry 4.0.

We know Michigan offers an unparalleled combination of an affordable cost of living and high quality of life. With these resources, we have a strong toolkit that we will continue to supplement through proactive attraction and marketing efforts targeted toward our focus industry areas. We will also continue to work with local partners on high priority projects across a range of industries.

Broadband

In 2021, access to broadband and high-speed internet is required for all Michiganders to fully participate in day-to-day life. The pandemic has made it more imperative than ever that we ensure equitable access to broadband and high-speed internet to ensure people are able to participate in telehealth, virtual learning and telework, among other vital activities.

With the full support and engagement of the Executive Office, the MEDC has convened a group of stakeholders across Michigan to address broadband and technology adoption issues and to increase broadband access throughout the state. As part of this work, we were recently able to secure an additional \$363 million in federal funding for Michigan to increase access to rural high-speed internet in nearly 250,000 locations in the state over the next ten years.

Tourism

With funding for the Pure Michigan campaign restored in the FY 2021 budget, we will continue to support the economic recovery of the travel and hospitality industry in the state. Whether we are recruiting talent, attracting businesses or promoting leisure travel in the state, Pure Michigan is a key element in our economic development arsenal.

In FY 2021, we are relaunching the Pure Michigan advertising campaign to begin driving four-season travel that will play a key role in our economic recovery efforts. We are anticipating pent-up demand for travel this summer and will work to ensure Michigan remains on the top of the consideration list by promoting the incredible travel experiences we have to offer, along with messages of safe travel. We will do all we can to support the vital travel industry by encouraging residents across our state to continue traveling and shopping safely and locally through the fiscal year and beyond.

Ongoing small business support

We know that businesses and communities statewide will likely need support that far outweighs the resources we have available in the coming year. As we move from crisis mode to longer-term outlook, our team is working to set a foundation for the best and most impactful way to support our small businesses.

This includes our Support Local initiative, encouraging Michiganders to support local businesses, in collaboration with small business organizations across the state. We recognize that there is nothing more Pure Michigan than supporting our local businesses to ensure they can continue to thrive in our communities once this public health crisis has passed.

Additionally, this year's budget includes funding for critical service contracts with partners like the Small Business Development Center and the Michigan Manufacturing Technology Center to provide direct services to small businesses, and we plan to continue to work with Governor Whitmer and the legislature on any additional federal relief dollars that may come to Michigan in the coming months.

As we work to recover from the economic crisis caused by COVID-19, we are also continuing our efforts to create pathway opportunities and jobs for Michigan residents and enable equitable economic opportunities for all. This includes considering additional programmatic focus areas, such as:

Industry 4.0

To continue encouraging businesses in the state to adopt Industry 4.0 technologies – building on Michigan’s rich manufacturing heritage and technological know-how – we will be considering additional targeted support for these initiatives in the coming fiscal year to help businesses modernize their production processes while continuing to support their workforce.

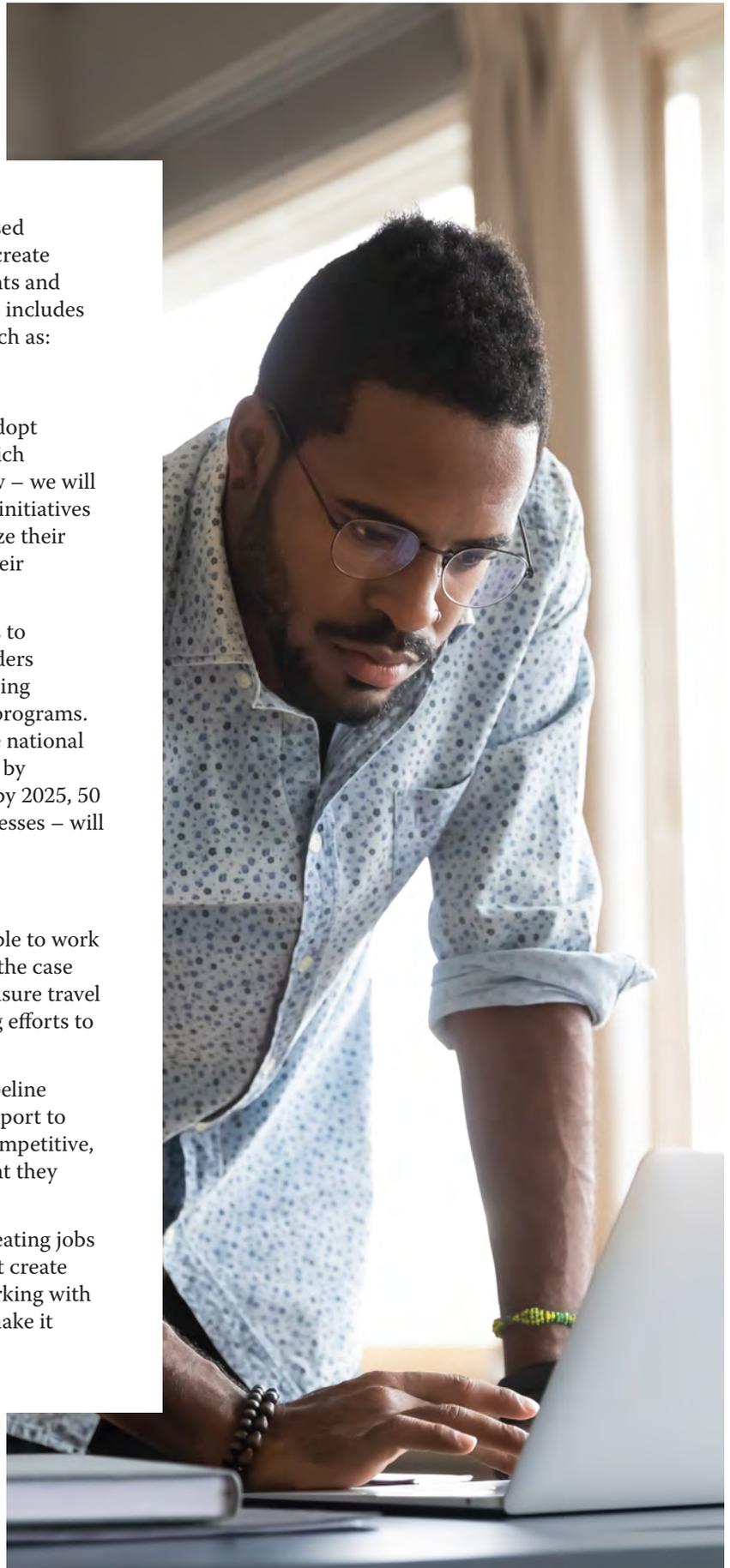
This will involve helping to upskill Michigan workers to stay competitive while partnering with service providers like Automation Alley and the Michigan Manufacturing Technology Center to provide Industry 4.0 training programs. Ultimately, our goal is to ensure Michigan will be the national leader in Industry 4.0. Michigan will accomplish this by implementing a multi-pronged effort to ensure that by 2025, 50 percent of all Michigan manufacturers – 6,200 businesses – will be prepared to adopt Industry 4.0.

Tech Talent Expansion

With the growth of remote workforces allowing people to work and live anywhere in the country, we will be making the case for Michigan not only through our Pure Michigan leisure travel campaign, but through increased business marketing efforts to attract more talent here to Michigan.

We will also consider how we can strengthen our pipeline of tech talent here in Michigan and provide state support to ensure our workforce has the skill necessary to be competitive, and our businesses have access to the high-tech talent they need to grow.

Throughout this work, we will remain focused on creating jobs for all Michiganders. We will prioritize positions that create pathways to future opportunities and prosperity, working with our network of public-private partnerships to help make it happen.





Explore More

www.michiganbusiness.org

www.miplace.org

www.michigan.org

FISCAL YEAR 2020

MSF/MEDC **Annual Report** to the **Legislature**



MICHIGAN ECONOMIC
DEVELOPMENT CORPORATION

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BUSINESS INVESTMENT



MOBILITY

PlanetM

PlanetM was founded in 2016 as a brand campaign to market the state of Michigan as the birthplace of automotive and the future of mobility. After a year of marketing success, PlanetM evolved into a business development tool for mobility in Michigan—focused on growing the ecosystem through technology activations, company connections, and asset visibility.

Office of Future Mobility and Electrification

In February 2020, Governor Whitmer issued Executive Directive 2020-01, creating the Office of Future Mobility and Electrification (OFME) as well as establishing a chief mobility officer for the state of Michigan. The Council of Future Mobility and Electrification (CFME) also was created through Executive Order 2020-01, replacing the former Council of Future Mobility that previously resided within the Michigan Department of Transportation (MDOT). CFME will provide strategic policy guidance to OFME through its appointed members, representing multiple mobility industry interests. The council resides within the Department of Labor and Economic Opportunity (LEO).

OFME Core Objectives

Increase mobility investment in Michigan: Generate new investment and job creation from technology companies focused on future mobility, including autonomous and electric vehicle innovation.

Expand Michigan's smart infrastructure: Further develop systems for deploying autonomous and shared transportation on Michigan roadways.

Engage more mobility startups: Establish Michigan as a premier location for young companies to start, scale, commercialize and grow technologies redefining the movement of people and goods.

Further enable Michigan's mobility workforce: Develop and attract the skills and talent necessary to meet the changing demands of the mobility sector.

Accelerate electric vehicle adoption in Michigan: Support the transition from internal combustion engine vehicles to electric vehicles and expand access to charging infrastructure.

Bolster Michigan's mobility manufacturing core: Protect the state's competitiveness in electric and autonomous vehicle manufacturing and ability to move technologies into industrial scale manufacturing.

The existing PlanetM program will shift under OFME in FY 2021 and focus on activating new mobility technologies across Michigan and growing Michigan's mobility industry.

PLANETM CUMULATIVE RESULTS

Cumulative results since inception	
Investments and revenue facilitated	\$94,169,297
Technology activations	93
1:1 Qualified introductions	5,604
Economic development partner leads generated	2,340
Attraction/expansion opportunities generated	190

FY 2020 RESULTS

Investments and revenue facilitated*	\$47,830,732
Technology activations	39
1:1 Qualified introductions	1,636
Companies served	539

BREAKDOWN OF FY 2020 FACILITATED REVENUE AND INVESTMENTS*

From qualified introductions	\$22,341,500
From technology activations	\$25,337,232
From Landing Zone revenue	\$152,000
Total investments and revenue facilitated	\$47,830,732

*Facilitated revenue/investments are dollar amounts that can be directly traced to the PlanetM program and its efforts.

BREAKDOWN OF TOTAL MOBILITY COMPANIES SERVED

Corporates	243	45.1%
Startups	256	47.4%
Investors	40	7.4%
Total	539 companies	

BREAKDOWN OF MICHIGAN MOBILITY COMPANIES SERVED

Corporates	171	60.4%
Startups	98	34.6%
Investors	14	4.9%
Total	283 companies	

MOBILITY *continued*

TOP FIVE LOCATIONS OF MOBILITY COMPANIES SERVED (BY STATE)	
Michigan	283
California	104
New York	16
Illinois	11
Texas	9

TOP FIVE LOCATIONS OF MOBILITY COMPANIES SERVED (BY COUNTRY)	
United States	456
Israel	33
Canada	12
United Kingdom	10
Germany	5

State Innovation

PlanetM continued to fund and support technology activations in FY 2020, through a mix of grant programs, challenges, and strategic pilot investment. The goal of these technology activations is to not only fund new and innovative technology, but to solve transportation barriers in Michigan communities.

TECHNOLOGY ACTIVATION TYPES	
PlanetM Testing Grant	Grants for companies to test technology at six partner locations: 1. Mcity at the University of Michigan (UM), Ann Arbor 2. American Center for Mobility (ACM), Ypsilanti 3. GM Mobility Research Center (GMMRC) at Kettering University (KU), Flint 4. Michigan Unmanned Aerial Systems Consortium (MUASC), Alpena 5. Keweenaw Research Center (KRC) at Michigan Technological University (MTU), Houghton 6. Great Lakes Research Center (GLRC) at Michigan Technological University (MTU), Houghton
PlanetM Pilot Grant	Grants for companies to deploy technology in real world settings. Companies required to have a Michigan partner to qualify.
COVID-19 Mobility Solution Grant	Grants for companies solving mobility issues stemming from COVID-19 pandemic.
Strategic Multimodal Mobility Grants	Grants for stand-alone pilot projects.
Challenges	Collaboration with partner to uncover mobility problem statements and solicit solutions from companies. Winners are awarded grant dollars to implement the chosen solutions. FY 2020 challenges include NAIAS 2020 Michigan Mobility Challenge and Ford City: One Michigan Central Station Challenge.

MOBILITY *continued*

Michigan Connected and Autonomous Vehicle Corridor (Cavnue)

As PlanetM has begun to transition into the Office of Future Mobility and Electrification, the program has started to facilitate long term technology investment projects in the state.

The first of these projects was announced in August 2020. A first-of-its-kind connected and autonomous vehicle (CAV) corridor will link Downtown Detroit to Ann Arbor to improve transportation across Southeast Michigan and continue Michigan’s leadership in smart infrastructure and future mobility. Cavnue, a subsidiary of Sidewalk Infrastructure Partners (SIP) with a focus on building the future of roads, has been selected by the state to serve as Master Developer of the corridor project. This

public/private partnership will explore the opportunity and viability of this project working with state and local partners, stakeholders, and communities across the corridor from Detroit to Ann Arbor.

PlanetM conceived the project and led stakeholder management until launch in August 2020. This included achieving participation from core project partners like LEO, MDOT, MEDC, University of Michigan, Wayne County, Washtenaw County, and multiple community/ government leaders together to facilitate initial corridor conversations that led to the official announcement by the Governor. This project will bring private dollars to the state of Michigan and provide revenue for the state and project partners in the future.

FY 2020 TECHNOLOGY ACTIVATIONS		
Name of technology activation series	Name of technology activation	Project location
Challenge	NAIAS 2020 MI Mobility Challenge (Dataspeed)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (FEV)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (Continental)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (Navya)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (Yandex)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (Local Motors)	Detroit
Challenge	NAIAS 2020 MI Mobility Challenge (AutoGuardian by Smart Cone)	Detroit
Challenge	City:One Challenge Detroit (Michigan Central Station): Mercy Education Project	Detroit
Challenge	City:One Challenge Detroit (Michigan Central Station): AbbleLink Smart Living Technologies	Detroit
Challenge	City:One Challenge Detroit (Michigan Central Station): Bridging Histories, Building Futures	Detroit
Strategic Multimodal Mobility Grants	May Mobility (Ann Arbor)	Ann Arbor
Strategic Multimodal Mobility Grants	BioSense	Detroit; Toronto
Strategic Multimodal Mobility Grants	Mobileye <> MDOT	Southeast Michigan
Strategic Multimodal Mobility Grants	MAPT Electric School Bus Rollout	Statewide
Strategic Multimodal Mobility Grants	TADA Automated Street Sweeper	Germany and Michigan
PlanetM Pilot Grant–Round 1	ADAC Automotive	Muskegon
PlanetM Pilot Grant–Round 1	Parkofon	Detroit
PlanetM Pilot Grant–Round 1	PikMyKid	Mid-Michigan
PlanetM Pilot Grant–Round 1	Zown	Detroit
PlanetM Pilot Grant–Round 1	e-Mobility Analytics	Ann Arbor
PlanetM Pilot Grant–Round 2	KTISIS LLC	Silver Lake
PlanetM Pilot Grant–Round 2	SafeMode	Lansing
PlanetM Pilot Grant–Round 2	Bestmile USA Inc.	Detroit

MOBILITY *continued*

FY 2020 TECHNOLOGY ACTIVATIONS <i>continued</i>		
Name of technology activation series	Name of technology activation	Project location
PlanetM Pilot Grant–Round 2	ADASTEC	East Lansing
PlanetM Pilot Grant–Round 3: COVID-19 mobility solutions	GHSP	Grand Rapids
PlanetM Pilot Grant–Round 3: COVID-19 mobility solutions	Pratt & Miller	Grand Rapids; New Hudson
PlanetM Pilot Grant–Round 3: COVID-19 mobility solutions	Penske Vehicle Services	Detroit
PlanetM Pilot Grant–Round 3: COVID-19 mobility solutions	RCO Engineering	Detroit
PlanetM Testing Grant: ACM	Important Safety Technologies USA Inc.	Ypsilanti
PlanetM Testing Grant: ACM	Nostrum Energy LLC	Ypsilanti
PlanetM Testing Grant: ACM	sibrtech inc.	Ypsilanti
PlanetM Testing Grant: ACM	Grimm	Ypsilanti
PlanetM Testing Grant: GLRC	Shift Environmental	Houghton
PlanetM Testing Grant: KRC	Strange Development	Houghton
PlanetM Testing Grant: Kettering	MRC Infrastructure Improvements	Flint
PlanetM Testing Grant: Kettering	CNXMotion	Flint
PlanetM Testing Grant: Mcity	P3 Mobility	Ann Arbor
PlanetM Testing Grant: MUASC	Rave Cave	Sterling Heights
PlanetM Testing Grant: MUASC	Great Lakes Drone Company	Southwest Michigan

State Connectivity

A metric that is integral to the PlanetM program are 1:1 ecosystem introductions. These are qualified introductions that occur between a startup, corporate, university, media, government agency, or investor that stem from a PlanetM engagement. The goal of these introductions is to eventually lead to investments between the two entities, which is called “facilitated revenue.” These introductions happen through a variety of engagements—events, delegations, custom research, and the PlanetM Landing Zone, a mobility focused co-working space in downtown Detroit. The Landing Zone has 86 current members and alumni consisting of startups and corporates from all over the world.

FY 2020 CONNECTIVITY RESULTS	
Matchmaking events	14
Qualified introductions	1,636
Economic development partner leads	942
Business expansion leads	58

State Visibility

FY 2020 MARKETING RESULTS	
Earned media*	621
Earned media with specific PlanetM mention**	169
<p>* “Earned media” is defined as any earned media coverage highlighting PlanetM mobility efforts in broadcast, inline, digital, print, newsletter, or podcast placements.</p> <p>** “Earned media with a specific PlanetM mention” represents any of those “Earned media” placements that specifically mentions “PlanetM” in the story.</p>	

MARKET DEVELOPMENT

The Market Development team was established to be a bridge between the high-level priorities of MEDC’s five-year strategic plan and the many tactical steps that must be taken together to achieve those goals across the enterprise. In FY 2020, the Market Development team’s work focused on three primary initiatives.

1. Focus industry matrix teams
2. Economic Development Agency (EDA) CARES Act and federal relationships
3. Special and short-term projects

1. Focus industry matrix teams

Focus industry matrix teams are targeted cross-functional teams that work together to identify, validate, and implement operational plans and tactics that drive growth and jobs in MEDC’s six focus industries (and the 18 sub-clusters within them).

In FY 2020, four focus industry matrix teams were established within MEDC. Each matrix team is unique in its focus and goals, but all followed similar planning frameworks that include:

- Evaluating cluster and industry opportunities with a collaborative, structured methodology that is flexible and adaptable as industries, technologies, and economic variables change.
- Market intelligence data that helps identify, target, and engage high-potential stakeholders through business development and marketing outreach.
- Leveraging cross-industry connections and “enabling technologies” that have the greatest potential to deliver results across strategic focus areas.
- Engagement with regional economic development partners both on focus industries and regional impact industries.
- Mapping Michigan’s assets and resources that can be leveraged, amplified, and developed—and identifying gaps that can be targeted for programming or attraction.

2020 FOCUS	
Medical device technology: Diagnostics and cardiology technology	Following submissions from MEDC’s request for research proposals, the consultancy Frost & Sullivan was hired to complete a comprehensive market assessment of the Michigan market, including strategic recommendations to grow Michigan’s footprint in this sector. Market Development launched the medical device technology matrix team in June 2020 for the initial purpose of determining the strategies and tactics to employ cross-functionally, and the Frost & Sullivan research was presented to the matrix team, executive leadership, and CDC research subcommittee. By the end of FY 2020, the matrix team had reached out to and maintained dialogue with partners and other external stakeholders for the purposes of coordination and collaboration, as well as launched an asset/resource cataloging project. These efforts will continue to be built upon into FY 2021.
Tech: Semiconductors	The tech matrix team launched with a focus on semiconductors in order to prepare for an important federal funding opportunity known as the CHIPS Act (Creating Helpful Incentives to Produce Semiconductors for America Act), which will make available billions in federal funding and tax credits to grow U.S. semiconductor production. The matrix team launched in September 2020 with an overview of the industry and review of Michigan’s potential assets and opportunities. This initiative also includes MEDC’s activities around cybersecurity. While cybersecurity is not an MEDC focus industry sub-cluster, its role as an “enabling technology” dictates that it continues to be included as a strategic priority. The Market Development team helped to facilitate a U.S. Department of Energy’s (DOE) Office of Energy Efficiency & Renewable Energy \$7 million grant that focused on cybersecurity and risk mitigation to limit impacts of attacks on the distribution grid, the charging network, and the plug-in electric vehicles (PEV) in coordination with The Dream Team LLC (DTLLC). Michigan partners included the American Center for Mobility (ACM), DTE Energy, and Next Energy. MEDC coordinated with the Department of Technology, Management and Budget (DTMB) and Michigan Department of Education (MDE) in a National Governors Association (NGA) workshop series focused on a K–12 cybersecurity framework. Finally, Market Development staff participated in multiple proactive media opportunities on cybersecurity, including SC Magazine, CyberScoop, WorkScoop, DOE Announcement, and NGA Cybersecurity.
Broadband: Federal funding; access or underserved regions	A broadband matrix team was established in FY 2020 for statewide broadband access initiatives. The team focused on the contracted work with Connect Michigan to plan for pending federal funding and improve broadband in needed regions across the state. The team established a plan of action focused on both internal team and external partner coordination that will lead to creation of a statewide taskforce. While broadband is not an MEDC Focus Industry, its role as an “enabling technology” led to the decision to establish it as a strategic priority. Many regions in Michigan lack access to broadband.
Advanced Manufacturing: Industry 4.0	An MEDC matrix team was established in FY 2020 to rapidly develop strategies around Industry 4.0 priorities for small and medium-sized enterprises (SMEs). This is a signature initiative for MEDC and will continue to be among its highest priorities. The initial 2020 work centered around measuring SME manufacturer awareness of Industry 4.0 and conducting assessments on how to deliver programming and services via established networks and partnerships. Industry 4.0 (the Fourth Industrial Revolution) is the ongoing automation of traditional manufacturing and industrial practices using modern smart technology.

MARKET DEVELOPMENT *continued*

2. EDA CARES Act and federal relationships

The Market Development team strengthened existing relationships with key federal agency contacts. This is important because federal agencies with complementary programs and goals to MEDC target industries may:

- Establish and fund federal initiatives that create competitive opportunities for Michigan stakeholders (i.e., academic, industry, government, association).
- Help MEDC better understand upcoming opportunities and engage Michigan stakeholders in planning for program announcements.
- Inform MEDC on how to align state economic development strategy with federal priorities.

Understanding, planning, and acting on federal funding and programming opportunities that benefit Michigan. This can include building relationships with federal contacts, serving as a strategic convener among key stakeholders, and facilitating funding application opportunities. Nowhere was this priority more evidenced than in MEDC's engagement with EDA CARES Act funding. Market Development led the MEDC response to available DOE CARES Act funding. A strong relationship with the EDA's regional office aided the team in several ways, including:

- Statewide outreach to economic development partners to evaluate the scope of potential projects and submissions. More than 70 projects were identified.
- Pre-vetting of collected projects to review directly with EDA contact, resulting in better understanding of eligible projects for applicants.
- Establishing a 10 percent MEDC funding match program that leveraged \$5 million in available Community Development Block Grant funds.

3. Special and short-term projects

Michigan Defense Center (MDC) Transition: Having managed program operations and the vendor contract for the Michigan Defense Center, Market Development proposed the integration of MDC within MEDC to align programming with MEDC strategic priorities, and to enhance the MDC's ability to achieve its mission. While the transition was completed in November 2020, the majority of the transition planning occurred in FY 2020.

Industry events: In the first two quarters of FY 2020, Market Development staff was able to travel to several conferences in support of focus industries (and sub-clusters), including:

- ITS World Congress (October 2019):* Mobility and automotive; tech (cybersecurity)
- CyberTech: (January 2020):* Tech (cybersecurity)
- NDIA Michigan Defense Expo (May 2020):* Advanced manufacturing (defense)
- Association of the United States Army (AUSA) Annual Symposium (October 2019):* Advanced manufacturing (defense)
- Arab Health (January 2020):* Medical device technology
- EcoMotion (May 2020; virtual):* Auto/mobility
- Integr8 (November 2019):* Advanced manufacturing (Industry 4.0)
- Medical Design & Manufacturing Show (February 2020):* Medical device technology, advanced manufacturing, engineering and design
- Collision (June 2020; virtual):* Tech (AI, auto/mobility, telecommunications)
- Consumer Electronics Show (January 2020):* Tech (semiconductor; cybersecurity), medical device technology
- National Defense Industry Association (NDIA) Cybersecurity Defense Sector Summit (March 2020):* Cybersecurity, advanced manufacturing (defense)
- CAR Management Briefing Seminar (August 2020; virtual):* Mobility and automotive (battery manufacturing; auto parts, auto inputs, auto assembly)
- RSA (February 2020):* Tech (cybersecurity)

Special projects and industries: Strategic, coordinated development of key industry sectors (including regional impact industries) that may not be included in the MEDC five-year strategic plan, but that can create significant economic development opportunities for Michigan.

Mass timber: Evaluated Michigan opportunities for potential location for mass timber production facility as well as growth in existing forest product industry.

Water tech: Market Development supported planning (in connection with an existing memorandum of understanding with the Netherlands) focused on potential water technology collaborations. This project will continue into FY 2021.

Auto/mobility: Executed a cooperative research and development agreement with the United States Army Ground Vehicle Systems Center (GVSC) which will enable for years to come the ability to leverage shared resources with GVSC in exploring technologies and

MARKET DEVELOPMENT *continued*

application of said technologies in a dual use manner, with a current focus on alternative fueling technology.

Aerospace: Concluded grant activities focused on the growth of the unmanned aerial vehicle and unmanned aerial systems (UAV and UAS) industry in Michigan by way of leveraging Michigan's unique assets in this sector. Among other objectives, this grant resulted in several emerging companies choosing to grow or stay in Michigan; business attraction; the unlocking of additional airspace for UAV/UAS testing within

the state; and the establishment of the Reconfigurable Center for Automated Virtual Environments.

While much of FY 2020 presented unprecedented challenges, Market Development was able to: 1) set a solid foundation for focus industry development in FY 2021; 2) establish and strengthen its collaboration network; and 3) bridge a gap in the business development structure that will continue to deliver benefits in support of the MEDC's long-term strategic priorities.

PURE MICHIGAN BUSINESS CONNECT

Pure Michigan Business Connect (PMBC) is a multi-billion-dollar public/private initiative developed by the MEDC in 2011 that connects Michigan goods and service suppliers with all levels of corporate and public purchasers at no cost to the procurement teams and suppliers in attendance. The program also supports international companies looking for joint ventures or R&D partnerships with qualified Michigan partners.

PMBC offers a diverse product that can help procurement executives, engineers, and other corporate decision makers navigate the Michigan supply chain in effective and efficient ways. The program’s flexibility in how it

connects demand to supply allows the program to provide tailored options to the various industries identified in the MEDC strategic plan.

PMBC’s mission is to help Michigan businesses grow by:

- Connecting local, national, and global purchasers to Michigan suppliers by offering customized procurement or joint venture matchmaking searches, summits, and buyer tours
- Partnering with local and national purchasers to organize dedicated buyer/supplier matchmaking activities
- Delivering full concierge services to businesses to help find the right connections

CUMULATIVE RESULTS SINCE INCEPTION	FY 2020 RESULTS
<ul style="list-style-type: none"> • Over \$12 billion new purchase orders between global purchasers and Michigan-based companies since 2011 (reported revenue) 	<ul style="list-style-type: none"> • \$2.2 billion in facilitated revenue • 16 corporate matchmaking initiatives hosted creating over 963 unique in-person meetings between qualified Michigan companies and 187 corporate procurement teams • 97 of these teams were demand-side companies with which PMBC had not previously worked
<ul style="list-style-type: none"> • 80 facilitated connections in unique industry categories as identified by the three-digit North American Industry Classification System including key Michigan industrial sectors like automotive, aerospace, defense, agriculture, and professional services as well as developing sectors such as technology, mobility, and advanced manufacturing 	<ul style="list-style-type: none"> • 252 custom demand-side research projects performed and more than 7,870 Michigan supplier recommendations made for these requests, a process that has proven to be an excellent way to engage new demand-side companies • Requests primarily concerned immediate procurement opportunities; however, PMBC also used them to facilitate introductions for investment partnerships (e.g., joint-venture and equity stakes) • Custom research process led directly to two buyer tours in 2020, one with Roush and one with Deutz North America, representing opportunities of tens of millions of dollars

In FY 2020, programming took on a variety of forms that included domestic and international supplier missions, shark tank-style pitch events, innovation challenges, and virtual and in-person matchmaking summits. These activities allowed Michigan suppliers to connect with key procurement decision makers to discuss immediate and future sourcing opportunities.

During the year, PMBC continued to engage global brands such as Accenture, Boeing, Ford, Herman Miller, Starbucks, and Roush and added new program features to deepen engagement with purchasing teams from municipalities such as the cities of Dearborn, Grand Rapids, and Kentwood, along with purchasers from Gratiot, Macomb, and Wayne counties. The team also worked to support local purchasers from companies like Consumers Energy, DTE Energy, Blue Cross Blue Shield of Michigan, Enstrom, the Food Bank Council of Michigan,

Wayne State University, and many more.

Virtual Matchmaking

PMBC had to redefine parts of its model in 2020 to continue bringing services to customers in need. With the onset of the global pandemic, PMBC canceled or postponed all in-person matchmaking events from March through the end of the fiscal year. Two annual signature events, PMBC Aerospace and Tech Summit and the Agriculture Summit, required a drastic change in how to execute the events. Over the summer, PMBC worked with its event partners and online platform provider to develop a virtual experience that replicated as much of the in-person excitement and connection potential as possible. PMBC was able to find ways to offer engaging keynote sessions and panel discussions, virtual exhibit tables to allow for casual networking, and pre-scheduled, private one-on-one Zoom meetings.

PURE MICHIGAN BUSINESS CONNECT *continued*

2020 Aerospace and Tech Summit: Over 700

registrations were received for this virtual event and nearly 90 virtual 1:1 meetings were scheduled between purchasing representatives and capable Michigan suppliers. Along with the meetings facilitated, the keynote presentation was delivered from Dr. Parimal Kopardekar, director of NASA Aeronautics Research Institute, who talked about future opportunities for aerospace manufacturers. This was the first virtual summit executed by PMBC and the initial feedback was very positive. Participating corporations for 1:1 meetings included, Cessna/Beechcraft Aviation, Bell Helicopter, Eaton Aerospace, L3 Harris Combat Propulsion Systems, Lockheed Martin, Marposs, Parker Aerospace, RCO Aerospace, Northern Wings Repair, Woodward Inc., Jedco Inc., and Orbion Space Technology.

2020 Agriculture Summit: Although this event was postponed, the PMBC team recognized the need for Michigan suppliers to continue receiving opportunities to grow their business. In place of the annual matchmaking summit, the team pivoted to provide a single-buyer virtual event with Meijer Capital City Market connecting them with 40 food producing suppliers, and at least 20 of those suppliers “set the shelves” for opening.

Michigan Medicine met with several suppliers through a virtual format. The results from the virtual event were impressive, indicating multiple contracts were placed with virtual meeting attendees.

Shiawassee Small Batch Pitch Competition: The need for additional events to help suppliers remain competitive was obvious, but the opportunity for in-person events was unlikely for the remainder of FY 2020. The PMBC team facilitated a virtual competition in coordination with the Owosso Main Street/DDA, Shiawassee Regional Chamber of Commerce, Shiawassee Economic Development Partnership, and Michigan Small Business Development Center aimed at helping small batch food businesses start or scale their operations. Custom support services were offered to six businesses that participated in the pitch competition, including consulting services, branding and packaging support, product development, website creation/ updating, production/process spacing, and buyer connections. With success in Shiawassee County, the PMBC team will continue to pilot the program, with the next Small Batch pitch competition to be launched in the Upper Peninsula.

Supplier diversity and government collaboration

PMBC aligned objectives in 2020 with the MEDC strategic focus areas as well as the metrics for reporting success from the program. Understanding that goal was to increase collaboration with regional and diversity partners, and ultimately provide more opportunities to diverse businesses, PMBC worked with the Michigan Hispanic Chamber of Commerce, National Business League, Asian Pacific American Chamber of Commerce, Great Lakes Women’s Business Council, Michigan Minority Supplier Development Council, National Veteran’s Business Development Council, and regional partners across the state to host several virtual matchmaking events for their members.

Great Lakes Women’s Business Council: PMBC partnered with the council to host the WEMatch virtual event, where over 170 1:1 meetings were scheduled between purchasers and qualified Michigan women business owners. Corporate purchasing groups included LEAR, Walbridge, Kroger, Kellogg, Honda, Herman Miller, Henry Ford Health System, Ford, DTE Energy, Comerica Bank, Blue Cross Blue Shield of Michigan and more.

Supplier Diversity in Higher Education: This virtual event connected universities to qualified minority-owned Michigan suppliers. Thirty-five meetings were scheduled between MBEs and purchasing representatives from Eastern Michigan University, Grand Rapids Community College, Grand Valley State University, Lawrence Technological University, Washtenaw Community College, and Wayne State University.

Michigan Supplier Community Program: Work with regional partners opened a new opportunity with the state’s central procurement team through the Department of Technology, Management and Budget. Specifically, the PMBC team supported the rollout of the Michigan Supplier Community Program, with the objective to promote the platform for Michigan suppliers to register on and enable each company to respond to current and future bid opportunities. PMBC increased efforts to provide opportunities to diverse businesses and those located in geographically-disadvantaged areas around the state in 2020 that will continue in 2021. This should lead to uncovering additional options to connect the state’s supply base to local and global demand.

Meet-the-Buyer Events: Several events were executed with regional and resource partners in geographically

PURE MICHIGAN BUSINESS CONNECT *continued*

disadvantaged business areas. Two Meet-the-Buyer events were held in coordination with Wayne County and the Flint and Genesee Chamber of Commerce. Feedback from these events was very positive. PMBC is heavily engaged with the Detroit Economic Growth Corporation's (DEGC) D2D program and DEGC also is preparing for a relaunch of its Buyer's Council.

- Wayne County event saw over 275 attendees and 120 meetings were scheduled with 10 purchasing representatives
- Flint and Genesee event included six purchasing units (DTMB, TACOM, two units from Defense Logistics Agency, Great Lakes Water Authority and General Dynamics Land Systems) who attended 108 meetings with Michigan suppliers

Emerging Industries

PMBC's flexibility as a program and experience working with entrepreneurs and investment interests allowed for further support of emerging industries across the state. In addition to uncovering demand opportunities for growth-stage companies, the program also hosts initiatives that support collaboration between startups and other entrepreneurs looking to establish themselves in a new market.

Fashion industry: Fashion has been one of the emerging industries that PMBC has played a large role in developing over the past two years. The PMBC team has been instrumental in forming the new Fashion Industry Council. The council's objective is to establish Michigan as the preferred destination for accessible, responsible, and rapid apparel and accessory manufacturing. The council includes universities, public and private entities, non-profits and more, all looking to continue executing fashion related initiatives that build off the strong manufacturing base already existing in Michigan.

PMBC was able to support multiple programs and events including the third annual VERGE Fashion Tradeshow, the second annual Fashion Tech Hackathon, and the second year of supporting the Detroit Is The New Black (DITNB) fashion accelerator. The DITNB accelerator initiative has supported dozens of new designers looking to increase their exposure by getting their brand into the storefront on Woodward Avenue in downtown Detroit. In addition to receiving support to pay their rent for one quarter, each selected brand receives merchandising support, promotion and marketing support, co-working membership, access to capital and an online marketplace and more. This

support package is intended to break down some of the barriers that new designers typically experience so they can truly understand how to be successful in the retail space. Many minority-owned businesses were supported through this initiative.

Medical and health care industries: PMBC has been supporting the medical and healthcare industries with the help of internal business units and external partners. The program is active in the medical device matrix working group hosted by MEDC's sector development team and plays a role in helping to identify the innovative products and capabilities existing in the state. The team also partners to host the annual MedHealth Summit each year with TechTown Detroit, which is designed to connect industry representatives with new startup technologies in the medical and health care fields. The program has grown each year, and PMBC has facilitated dozens of meetings that have led to increased medical and healthcare investment in the state.

With the coronavirus pandemic hitting the state and realizing major healthcare systems were experiencing supply chain gaps and shortages in some of the most needed products and services, the PMBC team worked with Michigan hospitals including Beaumont, Henry Ford Health System, Spectrum, and Sparrow, to help address some of the supply chain gaps and introduce those procurement teams to new suppliers that could fulfill those gaps. A large health care summit is planned for April 2021 to assist with the recovery and help stabilize the economy.

Mobility Technology Industry: PMBC continued to support the emergence of Michigan as a leader for mobility technology in 2020 by providing business-to-business matchmaking support for the Office of Future Mobility and Electrification (OFME). OFME continues to use PMBC's platform for many initiatives looking to facilitate connections in the mobility and electrification space. A signature event PMBC partnered on is the Consumer Electronics Show (CES) in Las Vegas. In each of the past three years, PMBC and OFME worked together to recruit startups and corporate automakers or investors to participate in 1:1 match meetings during the show. At CES in 2020, PMBC and OFME, along with partner organization GENIVI, hosted 145 meetings with startups and 24 corporates, investors, and technology seekers. The matchmaking and corresponding reception hosted more than 1,000 people, and the event has become well-known amongst conference attendees as one of the best opportunities to make mobility-related connections.

PURE MICHIGAN BUSINESS CONNECT *continued*

Conclusion

PMBC continued to deliver world-class matchmaking initiatives in dozens of industries across the state in FY 2020, supporting thousands of businesses with growth opportunities. PMBC pivoted to move all the signature and in-person matchmaking events to a virtual format without losing momentum gained from previous years. The resiliency of Michigan suppliers is inspiring and the PMBC team looks forward to uncovering additional opportunities to grow the state's economy.

PMBC Retooling Grants: This \$1 million grant program was launched to support companies looking to pivot and retool to produce much needed PPE and supplies. Just six months following this successful program, the 12 awarded companies have produced 2.5 million units, donated 140,000 units, and generated \$27 million in new sales for their businesses. Sixty-seven percent of awarded companies are located in geographically disadvantaged areas.

Many of the businesses noted that if not for this grant, they would have had to lay off employees or worse, their company would not have survived.

Michigan Small Business Restart Grant: The PMBC online platform, run through Ann Arbor-based vendor Connect Space, was able to be adapted and deployed for the grant application intake of the \$100 million Michigan Small Business Restart Grant program. Over the three weeks that the grant application was live, the PMBC platform took in over 36,000 applications from small businesses across the state. PMBC also was responsible for dividing and distributing the application data twice a week to the local economic development organizations that administered the grants. The success of this initiative, and the ability for the Connect Space platform to be used for grant purposes, has provided the MEDC with a resource to efficiently execute other COVID-19 relief grant programs.

PMBC COVID-19 Procurement Platform: Released an online procurement platform to assist in finding suppliers for non-medical grade PPE items and supplies. To date, this resource has led to over 6,200 submissions from hospitals, nursing homes, front line workers, businesses, schools, non-profits, and suppliers seeking and distributing PPE and supplies.

PMBC Retooling Grant and PPE Procurement Platform testimonials

“Based on the success of our relationship with Henry Ford Health System we are now working with them on developing a new line of PPE products to be produced locally in Michigan. This will diversify our company and secure the further employment of 175 people in the state.”

—*TD Industrial Coverings Inc., regarding PMBC Retooling Grant*

“Thank you for reaching out to share this valuable information about MEDC's Pure Michigan Business Connect (PMBC) program and its efforts to provide much needed resources for PPE to Michigan businesses...I am grateful that the MEDC and the PMBC are taking such steps.”

—*Rebekah Warren, State Representative, 55th District*

“The MEDC grant allowed Oxus to aggressively expand our capacity by moving to a new building, purchasing additional tooling, bringing in more inventory, and hiring new employees in a time of great uncertainty. We would not have been able to do this without the MEDC grant and other support we received, such as the PPP loan.”

—*Oxus America regarding PMBC Retooling Grant*

PMBC supported the state's need for one million face shields by working with Magna to aggregate the suppliers and manage shipping and logistics. Magna worked with two Michigan suppliers identified through PMBC, RCO and Barber Packaging, to produce the shields in an extremely tight timeline. “We were able to retain 85 percent of our staff during the entire shutdown to work on face shields. It not only saved jobs, it allowed us to bring back staff from our remaining workforce while also hiring additional workers to expand our business.”

—*Luke Barber, Barber Packaging*

“This is the way private/public partnerships are supposed to go. Your team should be really proud of all you are doing.”

—*Matt Bulloch, TentCraft, regarding PMBC Retooling Grant*

MICHIGAN BUSINESS DEVELOPMENT PROGRAM

The Michigan Business Development Program (MBDP) is an incentive program available from the MSF, in cooperation with the MEDC. The program is designed to provide grants, loans and other economic assistance to businesses for highly competitive projects in Michigan that create jobs and/or provide investment. All awards are performance-

based. In FY 2020, 30 projects were approved by the MSF board or by MSF delegated authority. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2019, and September 30, 2020.

MBDP APPROVALS						
Fiscal year 2020: 10/01/2019–09/30/2020						
Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount
Shunli Steel Group	10/03/19	Monroe	Monroe	New	Grant	\$1,000,000
BizStream	10/15/19	Allendale	Ottawa	Expansion	Grant	\$60,000
Farm Bureau Life Insurance Co. of Michigan	10/16/19	Lansing	Eaton	Expansion	Grant	\$241,500
Great Lakes Sound and Vibration (GLSV)	10/16/19	Calumet	Houghton	Expansion	Grant	\$144,000
Alumilite Corporation	10/18/19	Galesburg	Kalamazoo	Relocation of existing	Grant	\$112,000
Aquest Machining & Assembly dba FabX Industries Inc.	10/21/19	Greenville	Montcalm	Expansion	Grant	\$60,000
Kuehne + Nagel Inc.	11/22/19	Detroit	Wayne	New	Grant	\$750,000
Wayfair LLC	11/26/19	East Lansing	Ingham	New	Grant	\$1,760,500
WPP Group USA Inc.	11/26/19	Detroit	Wayne	Expansion	Grant	\$1,650,000
Snackwerks of Michigan	12/06/19	Battle Creek	Calhoun	New	Grant	\$212,000
Morley Companies Inc.	12/13/19	Lansing	Eaton	Expansion	Grant	\$1,000,000
Guardianrac LLC	12/17/19	Sturgis	St. Joseph	Expansion	Grant	\$250,000
Air Master Systems Corp.	01/06/20	Norton Shores	Muskegon	Expansion	Grant	\$410,000
CHI Aviation	01/14/20	Howell	Livingston	Expansion	Grant	\$400,000
Dakkota Integrated Systems LLC	01/22/20	Detroit	Wayne	Expansion	Grant	\$1,500,000
Piston Automotive LLC	02/03/20	Redford	Wayne	Expansion	Grant	\$212,000
Paslin Company	02/04/20	Warren	Macomb	Expansion	Grant	\$1,000,000
Tipping Point Solutions Inc.	02/20/20	Sault Ste. Marie	Chippewa	Expansion	Grant	\$75,000
Tiberina Group	02/24/20	Detroit	Wayne	New	Grant	\$252,000
Human Element Inc.	03/27/20	Ann Arbor	Washtenaw	Expansion	Grant	\$260,000
Hexagon Metrology Inc.	04/17/20	Novi	Oakland	Relocation	Grant	\$250,000
Niles Industrial Coatings	04/23/20	Fenton	Genesee	Expansion	Grant	\$800,000
Lineage Logistics LLC	04/27/20	Novi	Oakland	Expansion	Grant	\$250,000
Navistar International Corp.	04/30/20	Rochester Hills	Oakland	New	Grant	\$500,000
Heidtman Steel Products	06/01/20	Erie	Monroe	Expansion	Grant	\$325,000
Magna Seating of America Inc.	06/23/20	Highland Park	Wayne	Expansion	Grant	\$2,173,322
May Mobility	07/22/20	Ann Arbor	Washtenaw	Expansion	Grant	\$700,000
Bridgewater Interiors	07/28/20	Lansing	Eaton	Expansion	Grant	\$2,000,000
Clearcover	08/25/20	Detroit	Wayne	New	Grant	\$3,500,000
Wacker Chemical Corp.	09/18/20	Ann Arbor	Washtenaw	New	Grant	\$1,000,000
Total						\$22,847,322

MICHIGAN BUSINESS DEVELOPMENT PROGRAM PERFORMANCE METRICS

The Omnibus Budget requires the MSF to submit a report updating the Legislature on Michigan Business Development Program (MBDP) performance metrics. The following report shows activity as of September 30, 2020.

The total verified jobs as of September 30, 2020, are 45,919. The total committed jobs are 73,574. Verified jobs reflect the number of jobs a company has created to reach a milestone and receive a disbursement. All project milestones and disbursement requests are reviewed and verified through a consistent compliance process. Committed jobs are the number of jobs contractually obligated and are subject to clawback for non-performance. A company must create this number of jobs in order to receive the full award amount. The number of verified jobs may be lower than the committed jobs because not all companies have reached a milestone. The committed job number is the total over the life of the grant, which may take companies three to five years to achieve.

The total proposed qualified investment as of September 30, 2020, for executed agreements is \$17,209,157,656. The actual qualified investment is \$12,807,955,566. The aggregated projected return on investment (ROI) to the state of Michigan for FY 2020 approved projects that are still active as of February 14, 2021, is 7.07. This means that for every \$1 invested, there is a projected net return of \$7.07. The formula utilizes estimated net cash flow to the state based on new personal income generated by projects divided by the cost of the incentives projected to be paid to the companies. The new personal income is estimated by applying the Regional Economic Models Inc. (REMI) analysis. This method utilizes projected personal income generated through direct jobs created by the companies, indirect jobs as a result of the projects and projected capital investment. Projected ROI was calculated on a weighted average.

The MEDC has calculated an aggregated actual ROI to the state of Michigan for 49 projects that reached an “ended” stage in FY 2020 (42 total) or were in the “terminated” stage with disbursed funds that were not completely returned to the

MSF (five total). Actual ROI for “terminated” projects where all funds were returned to the MSF was not calculated.

These 49 projects had an aggregate actual ROI of \$5.31. These 49 projects were projected to have a ROI of \$4.48. The increase in the actual ROI is largely due to companies investing more money than originally projected. This analysis is similar to the projected ROI calculation but uses verified jobs and self-reported private investment by the companies, where data was available. This calculation also includes the original estimated local abatement data at time of project approval and not the actualized local abatement as that final number was not actively available to the MEDC.

In April 2020, the MSF board approved the MSF Awardee Relief Initiative that is intended to provide temporary relief to MSF borrower, grantees, and other incentive awardees to reduce the economic impact of COVID-19 on those businesses. Several of the amendments in the table below were approved as a result of this initiative.

MBDP PROJECT AMENDMENTS

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Original MSF approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Advantage Sales and Marketing LLC	08/30/17	10/03/19				Amended to add SAS Retail Services LLC and Advantage Waypoint LLC as entities allowed to count toward base and QNJs.	Technical amendment to ensure that base employment level was correct and that QNJs be counted for the entities that comprise the base.
Howmet Corp. dba Arconic	11/27/17	10/03/19				Amended to clarify definitions for base, QNJs, Agreement Two and Agreement Three.	Technical amendment needed due to multiple agreements.
Howmet Corp. dba Arconic	06/07/18	10/03/19				Amended to clarify definitions for base, QNJs, Agreement One and Agreement Three.	Technical amendment needed due to multiple agreements.
Howmet Corp. dba Arconic	11/26/14	10/03/19				Amended to clarify definitions of QNJs, Agreement One and Agreement Two.	Technical amendment needed due to multiple agreements.
SAPA Group (SAPA Placencia)	07/24/18	10/09/19				Amended to extend due date for Minimum QNJs from 04/30/21 to 04/30/22, extend Milestone 1 due date from 04/30/19 to 04/30/20, extend Milestone 2 due date from 04/30/20 to 04/30/21, extend Milestone 3 due date from 04/30/21 to 04/30/22, extend Milestone 4 due date from 04/30/22 to 04/30/23, extend Milestone 5 due date from 04/30/23 to 04/30/24 and extend the grant term from 11/30/23 to 11/30/24.	The company experienced an unexpected error by an equipment supplier and therefore had to delay installation of machinery and equipment, delaying the project timeline and hiring timeline.
Urban Science Applications Inc.	11/19/15	10/09/19	(\$122,600)	(22)		Amended to reduce grant from \$566,600 to \$444,000, reduce ANJs from 77 to 55, eliminate Milestone 4, and reduce the Minimum QNJ due date from 06/30/18 to 05/31/18.	Company lost major business resulting in no more job growth, therefore the total grant amount and required qualified new jobs were reduced.
Drive System Design Inc.	11/19/18	10/22/19				Amended local support from City of Farmington Hills providing use of the Costick Center for a recruitment event to the city of Farmington Hills providing staff time and resources in support of the project.	Technical amendment to update local support due to change in support tool being offered.
Plastic Trim International Inc.	04/24/18	10/28/19				Amended to extend Milestone 1 due date from 07/31/19 to 07/31/20, extend Milestone 2 due date from 11/30/20 to 11/30/21, extend Milestone 3 due date from 07/31/21 to 07/31/22, extend Milestone 4 due date from 07/31/22 to 07/31/23 and extend the grant term from 01/31/23 to 01/31/24.	Amendment to provide additional time to meet job creation milestones after delays in scheduled arrival of equipment and supplier delays led to a delay in meeting the first milestone. These delays pushed the hiring schedule. The milestone extension will allow the company to meet future milestones.
Move Systems	07/14/17	11/19/19				Amended to extend due date for Minimum QNJs from 12/31/19 to 12/31/20, consolidate Milestones 2 and 3 with a due date of 12/31/20 and extend the grant term from 06/30/20 to 06/30/21.	Amendment to extend and consolidate Milestones 2 and 3 was necessary due to a delay in the contractual agreement with a key customer that was the largest contract in 2018.
Medbio Inc.	07/11/18	11/20/19				Amended to add Concept Molds LLC as an entity to count toward base and QNJs.	Technical amendment to ensure that base employment level was correct and that QNJs be counted for the entities that comprise the base.
Veoneer	06/27/17	11/25/19	(\$1,252,605)	(185)		Amended to assign agreement from Autoliv ASP Inc. to Veoneer US Inc., reduce grant from \$2,600,000 to \$1,347,395, reduce base from 1,180 to 613 to reduce QNJs from 384 to 199, extend the grant term from 09/30/20 to 09/30/21, extend Milestone 1 due date from 04/16/18 to 03/30/20, extend Milestone 2 due date from 04/16/19 to 03/31/21, and eliminate Milestone 3.	The company separated its business into two independent companies, moving the electronics segment to the Veoneer entity. The new electronics jobs created will be under the Veoneer entity.
Bissell Inc.	01/24/19	12/02/19				Amended to add Bissell Homecare Inc. as an entity to count toward QNJs.	When the agreement was drafted, Bissell Homecare Inc. was not included as an entity that qualifies to count new jobs due to an administrative error.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM PERFORMANCE METRICS *continued***MBDP PROJECT AMENDMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Original MSF approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Siliconature Corp.	03/02/17	12/03/19	(\$52,000)			Amended to reduce grant from \$286,000 to \$234,000, extend Milestone 1 due date from 09/30/19 to 09/30/21, extend grant term from 03/31/20 to 03/31/22.	The company experienced several delays that pushed back the project start date, including an eight month delay to its mechanical process as well as a delay related to redesigning equipment to meet U.S. and state code. In addition, the company experienced a fire which halted and slowed project progress. The time extension allowed the company additional time to get back on track towards meeting milestones.
Ventra Ionia Main LLC	05/17/18	12/06/19				Amended local support from a City of Ionia property tax abatement to staff time and resources provided by The Right Place.	City of Ionia was supportive of an abatement, but the company did not submit an application.
NxGen MDx LLC	11/14/16	12/11/19	(\$100,000)	(12)		Amended to reduce grant from \$250,000 to \$150,000, reduce QNJs from 37 to 25, eliminate Milestone 3, extend Milestone 2 due date from 03/31/19 to 06/30/20, and extend grant term 09/30/20 to 12/31/20.	Amended to extend and reduce Milestone 2 and eliminate Milestone 3 after changes in Michigan Medicaid forced the company to develop new product lines, delaying hiring and changing their hiring need.
Atomic Object LLC	04/13/15	12/16/19				Amended to extend Milestone 2 due date from 06/30/19 to 06/30/20, align minimum QNJs required date to the Milestone 2 due date and reduce the grant term from 06/30/21 to 12/31/20.	The company requested a one year extension on its final milestone due to unexpected turn over and the loss of senior developers to remote work.
Andronaco Industries	11/05/18	12/18/19				Amended to add Pureflex Inc., PolyValve LLC and Nil-Cor LLC as entities allowed to count toward base and QNJs.	Technical amendment to ensure that base employment level was correct and that QNJs be counted for the entities that comprise the base.
Challenge Manufacturing Co.	05/27/14	12/19/19	(\$838,000)	(200)		Amended to reduce grant from \$2,238,000 to \$1,400,000, reduce QNJs from 450 to 250, eliminate Milestones 3, 4 and 5, reduce the grant term from 12/31/19 to 08/11/19 and allow statewide capture for QNJs.	The company experienced trouble due to the decline in demand for the some of its key products, and that impacted the company's ability to maintain staff at its Pontiac facility and struggled with the tight labor market at its Walker facility. As a result of these challenges, the company was not able to achieve the original agreed upon job creation so the scope of the project was reduced.
Fairlife LLC	03/28/17	01/15/20				Amended to extend Milestone due date from 7/31/19 to 3/31/20 and the grant term from 01/31/20 to 06/30/20.	Amendment provided additional time for company to provide demonstrated verification it entered into a consent agreement to resolve local issues related to the city's wastewater system.
Martinrea International Inc.	08/26/16	03/09/20				Amended to consolidate 3 milestones into 2 milestones, extend Milestone 1 due date from 08/01/18 to 06/30/20 and extend Milestone 2 due date from 08/01/19 to 08/01/20.	The applicant was seeking a modification to the Michigan Business Development Program grant agreement to reflect the updated local support in lieu of the PA 198 tax abatement originally offered by the community. The applicant believed the paperwork and application for the PA 198 had been completed and City of Auburn Hills' tax assessor position was temporarily vacant, resulting in miscommunication between the two parties.
Xcel Painting LLC	08/04/17	03/11/20	(\$100,000)			Amended to reduce grant from \$200,000 to \$100,000, update QNJ definition to reflect non-Michigan QNJ language, extend Milestone 1 due date from 06/30/19 to 09/30/20, eliminate Milestone 2 and extend the grant term from 01/31/21 to 03/31/21.	Amendment to provide additional time to meet job creation requirement due to half of its new employees being Indiana residents and therefore not meeting QNJ requirement.
Grand River Aseptic Manufacturing Inc.	10/05/18	03/24/20				Amended to add two locations: 140 Front Avenue SW #3, Grand Rapids, MI, 49504, and 837 Godfrey Avenue SW, Grand Rapids, MI, 49503, to the project description.	Technical amendment to correct an administrative error that omitted business locations at 140 Front Avenue SW #3, Grand Rapids, MI, 49504, and 837 Godfrey Avenue SW, Grand Rapids, MI, 49503, as locations that are permitted to count jobs under the QNJs requirement.
Inteva Products	08/23/16	04/01/20				Amended to remove the condition requiring the company to maintain at least 77 QNJs at the project from the date of satisfaction of Milestone 3 to the date of submission of the forgiveness claim form and reduced base jobs from 805 to 764.	Technical amendment. There was a condition under the agreement that requires the company to maintain at least 77 QNJs at the project from the date of satisfaction of key Milestone 3 through the date of submission of the forgiveness claim form. Waiving that requirement allowed the company to regain its employee headcount as a result of the GM strike. In addition, the roof systems division of the company was acquired in May 2019 and as a result, the 41 roof division jobs went to the new company.
Universal Tool Equipment and Controls Inc.	03/24/17	04/10/20	(\$200,000)	(20)		Amended to reduce grant from \$300,000 to \$100,000, eliminate Milestone 2, and reduce QNJs from 45 to 25.	The applicant experienced a slow down due to automotive manufacturers delaying the release of new automotive programs. The delay forced the company to reduce the hiring projections and total job creation has only been 30 new jobs, falling short of the 45 total new jobs required for Milestone 2.
P.J. Wallbank Springs Inc.	12/29/16	04/14/20	(\$92,650)	(18)		Amended to reduce grant from \$350,000 to \$257,350, reduce QNJs from 68 to 50, extend Milestone 2 due date from 06/30/19 to 05/31/20, and extend the grant term from 09/30/20 to 11/30/20.	Through the significant investment made as a result of the project, the company found efficiencies in its processes and does not require the additional job creation.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM PERFORMANCE METRICS *continued***MBDP PROJECT AMENDMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Original MSF approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Koops Inc.	08/15/16	04/15/20	\$360,000	60	\$6,280,000	Amended to increase grant from \$360,000 to \$720,000, increase QNJs from 60 to 120, increase company investment from \$4,888,000 to \$11,168,000, expand the project definition to allow for any facilities located in Holland, and extend the grant term from 06/01/20 to 04/30/26.	Amended to increase project scope and ensure that jobs could not be double counted.
CW Bearing USA Inc.	08/12/15	04/21/20	(\$325,000)	(74)		Amended to reduce grant from \$550,000 to \$225,000, reduce QNJs from 124 to 50, extend due date for Minimum QNJs from 07/31/19 to 07/31/20 and reduce the grant term from 07/31/22 to 12/31/20.	Company lost major business resulting in no more job growth, so the grant was reduced.
Bissell Inc.	01/24/19	05/20/20				Amended to move the local support requirement of City of Walker formally approving a property tax abatement for the project from Milestone 1 to Milestone 2.	The company had delays in permitting for new construction and as a result required more time to complete its PA 198 application with City of Walker.
RSM US LLP	03/31/17	05/29/20				Amended to extend Milestone 2 due date from 12/31/19 to 12/31/20, extend due date for minimum QNJs from 12/31/19 to 12/31/20 and extend the grant term from 06/30/20 to 06/31/20.	Company growth affected by COVID-19 pandemic and received a time extension to allow them to get back on track.
Total Quality Logistics LLC	11/03/15	06/10/20	(\$100,000)	(25)		Amended to reduce grant from \$300,000 to \$200,000, eliminate Milestone 2, reduce QNJs from 75 to 50, and reduce the grant term from 12/31/21 to 12/31/20.	Due to market conditions, the company was unable to meet Milestone 2 requirements and requested to eliminate the milestone and forego the disbursement.
Lenderful LLC	10/19/16	06/16/20	(\$700,000)	(93)		Amended to reduce grant from \$800,000 to \$100,000, reduce QNJs from 52 to 25, reduce ANJs from 66 to 0, add Mad Dog Technology LLC and Resolute Building Intelligence, LLC as entities to count toward bases and NJs, add locations to the project definition, increase base jobs from 6 to 50, reduce Milestone 2 from \$280,000 to \$0, extend Milestone 2 due date from 11/30/18 to 12/31/19, eliminate Milestones 3, 4 and 5, reduce the grant term from 06/30/21 to 12/31/19.	The amendment allowed the company to count jobs under an organization originally meant to be included in the final grant agreement but was inadvertently omitted. Additionally, the amendment allowed the company to count the new jobs that were created at the Birmingham location as a direct result of the expansion in Pontiac as they both shared services in support of the project, but this change required an amendment to the agreement.
Logos Logistics Inc.	06/21/16	06/16/20				Amended to extend Milestone 3 due date from 03/31/20 to 03/31/21 and extend grant term from 09/30/20 to 09/31/21.	Company growth affected by COVID-19 pandemic and received a time extension to allow them to get back on track.
Ventra Evert LLC	03/08/19	06/17/20				Amended the project definition removing the 501 North River Street, Evert, location and adding the 530 North River Street, Evert, and 601 West 7th Street, Evert, locations.	Administrative amendment to correct the address of the Dean's Dairy facility of 530 North River Street. This correction of address rectified the inconsistencies and enabled the company to continue forward under the grant agreement.
Aquest Machining & Assembly dba FabX Industries Inc.	10/21/19	07/02/20				Amended to extend Milestone 1 from 03/31/20 to 03/31/21, extend Milestone 2 from 03/31/21 to 03/31/22, extend Milestone 3 from 03/31/22 to 03/31/23, and extend the grant term from 09/30/22 to 09/30/23.	The COVID-19 pandemic ceased hiring efforts and the company requested more time to bring existing employees back and ramp up its hiring efforts.
Waupaca Foundry	12/18/18	07/02/20				Amended to extend Milestone 2 from 04/30/20 to 04/30/21, extend Milestone 3 from 01/31/21 to 01/31/22 and extend the grant term from 07/31/21 to 07/31/22.	COVID-19 significantly impacted the company's supply chain and ability to hire additional employees and the company requested additional time to meet the requirements under the MSF Award Relief Initiative.
My Locker	12/18/18	07/09/20				Amended to extend Milestone 1 due date from 03/01/20 to 12/01/20, extend Milestone 2 due date from 12/01/20 to 12/01/22, extend Milestone 3 due date from 12/01/21 to 12/01/22 and extend the grant Term from 06/01/22 to 06/01/23.	Company growth affected by COVID-19 pandemic. MSF Award Relief Initiative.
Pacific Industrial Development Corp.	10/15/18	07/14/20				Amended to add Ann Arbor facilities to project definition, and local support from a Pittsfield Township property tax abatement to Ann Arbor SPARK providing staff time and resources for one or more sites associated with the Project.	The company invested a significant amount into preparation of the new construction and decided to purchase two existing facilities instead. Since no new construction was taking place, the property tax abatement was no longer applicable.
Loc Performance Products	06/26/18	07/22/20				Amended to add LOC Pac Inc. as an entity to count toward QNJs and added 290 McCormick Drive, Lapeer; 38 South Elm Street, Lapeer; and 3852 Sterling Ponds Boulevard, Lapeer; and a location to be determined in Lapeer County.	Technical amendment to correct the base employment level and ensure QNJs be counted for the entities that comprise the base.
Axis Company LLC	10/25/17	07/23/20	(\$150,000)	(25)		Amended to reduce grant from \$400,000 to \$250,000, reduce QNJs from 50 to 25, eliminate Milestones 2 and 3 and extend the grant Term from 03/31/21 to 06/30/22.	Due to market slow downs for robotic automation equipment and COVID-19, the company requested to reduce the scope of the project.
LG Electronics USA Inc.	08/22/17	07/30/20	(\$1,420,000)	(142)		Amended to reduce grant from \$2,920,000 to \$1,500,000, reduce QNJs from 292 to 150, eliminate Milestones 4, 5 and 6, and reduce the grant term from 06/30/22 to 09/30/19.	A number of contracts that would have allowed the company to reach the additional employees needed for the remaining Milestones were delayed and the effects of COVID-19 caused significant uncertainty surrounding those projects' ability to move forward. Therefore the scope of the project was reduced.
Santanna Tool & Design LLC	02/06/17	08/05/20	(\$86,000)	(13)		Amended to reduce grant from \$250,000 to \$164,000, reduce QNJs from 38 to 25, eliminate Milestone 2, extend the grant term from 05/30/20 to 11/30/21 and forbear taking action on the eliminated QNJ default until 05/30/21.	Due to market slow downs and the need to stop production under the executive orders stemming from the COVID-19 pandemic, forbearance on repayment was needed for a year to allow the company to bring employment numbers back up.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM PERFORMANCE METRICS *continued***MBDP PROJECT AMENDMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Original MSF approval date	Amended date	Change in approved amount	Change in committed jobs	Change in qualified investment	Amendment description	Amendment justification
Covenant Eyes Inc.	09/24/19	09/03/20	(\$302,000)	(40)		Amended to reduce grant \$490,000 to \$187,500, reduce QNJs from 65 to 25, eliminate Milestones 2 and 3, and reduce the grant term from 10/31/22 to 10/31/21.	Company job creation affected by pandemic and experienced an improvement to its services, decreasing the need for additional customer support representatives.
Thomson Reuters (Tax & Accounting) Inc.	10/28/14	09/09/20				Amended to add Creative Solutions Software Corp., as an entity to count toward base employment and QNJs, remove the following entities: Thomson Reuters (Markets) LLC, Manatron Inc., and Thomson Reuters (Tax and Accounting) Services Inc.	Amendment needed to count base jobs and QNJs that were not originally defined in the agreement.
Arlington Automotive USA Inc.	09/11/19	09/10/20	(\$130,000)	(20)		Amended to reduce grant from \$450,000 to \$320,000, reduce QNJs from 70 to 50, reduce Milestone 1 disbursement to \$0, remove QNJs requirement from Milestone 1, extend Milestone 1 due date from 05/31/20 to 06/01/21, increase Milestone 2 disbursement from \$102,000 to \$320,000, reduce Milestone 2 QNJs from 70 to 50, extend Milestone 2 due date from 10/31/21 to 03/31/22 and extend the grant term to 09/30/22.	The COVID-19 pandemic caused delays in moving production equipment to Michigan and subsequently delayed hiring efforts and the company therefore needed more time in order to meet grant requirements.
Detroit Engineered Products Inc.	01/26/17	09/14/20	(\$300,000)	(41)		Forbearance granted until 06/30/21, amended to reduce grant from \$650,000 to \$600,000, reduce QNJs from 91 up 50, eliminate Milestone 3 and extend grant term from 06/30/20 to 12/31/20.	Due to the pandemic market slowdowns have reduced production delays and the implementation of new contracts.
Sigma Machine Inc.	11/11/16	09/14/20	(\$50,000)			Amended to reduce grant from \$350,000 to \$300,000, reduce QNJs from 58 to 50, eliminate Milestone 3, extend the grant term from 06/30/20 to 12/31/21 and forbear taking action on the eliminated QNJ default until 06/30/21.	Due to market slow downs and the need to stop production under the executive orders stemming from the COVID-19 pandemic, the company required a forbearance on repayment for a year to allow the company to bring employment numbers back up.
Cintas Corp No. 2	12/01/17	09/29/20				Amended to consolidate Milestones 1 and 2, and extend the Milestone 1 due date from 12/31/19 to 12/31/21, and extend the grant term from 06/30/21 to 06/30/22.	Amendment to combine milestone requirements and extend one year was necessary due to delay in expansion construction.

MBDP PROJECT TERMINATIONS

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Reason for termination*
Cosworth LLC	Company ceased operations.
OMT-Veyhl USA Corp.	Company unable to maintain job creation requirements.
Ford Motor Company	Company unable to meet job creation requirements.
Ford Motor Company	Company unable to meet job creation requirements.
Emhart Teknologies	Company unable to maintain job creation requirements.
Computerized Facility Integration LLC	Company unable to maintain job creation requirements.
Nvint Services LLC dba Element Four	Company unable to meet job creation requirements.
Cherry Growers Inc.	Company unable to maintain job creation requirements.
Lauren Plastics	Company unable to maintain job creation requirements.
OptiMed	Company unable to meet job creation requirements.
Comau LLC	Company unable to meet job creation requirements.
Rol USA Inc.	Company unable to meet job creation requirements.
Global Tooling Systems LLC	Company unable to meet job creation requirements.
Camel Energy Inc.	Company unable to meet job creation requirements.
Wright Plastic Products LLC	Company unable to maintain job creation requirements.
Kingfa	Company unable to meet job creation requirements.
Aisin Technical Center of North America	Company unable to maintain job creation requirements.

MBDP PROJECT TERMINATIONS *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Reason for termination*
Tenneco Automotive Operating Company Inc.	Company unable to maintain Base Job requirements.
LLamasoft Inc.	Company unable to meet job creation requirements.
Dart Container Corp.	Company unable to meet job creation requirements.
Alps Electric (North America) Inc.	Company unable to meet job creation requirements.
Bordrin Motor Corp. Inc.	Company unable to meet job creation requirements.
Nachi Robotic Systems Inc.	Company unable to meet job creation requirements.
SMFS Inc., dba Grimm	Company unable to meet job creation requirements.
ITS Partners, LLC	Company unable to meet job creation requirements.
GAC R&D Center Detroit LCC	Company unable to meet job creation requirements.
Zhongding USA Inc.	Company unable to meet job creation requirements.
Tri-Mer Corp.	Company unable to meet job creation requirements.
Disher	Company unable to maintain job creation requirements.
Eagle Technologies	Company unable to maintain job creation requirements.
FEV North America Inc.	Company unable to meet job creation requirements.
XG Sciences	Company unable to maintain job creation requirements.

*Termination means the agreement has ended before its specified end date because the company did not comply with the terms and conditions of its written agreement.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. The information contained in this report is based on data submitted by companies. All project milestones and disbursement requests are reviewed and verified through a consistent compliance process. Where applicable, job creation numbers in this report are cross-referenced against recent project milestones and disbursement requests. The MBDP is not a job retention program, therefore, there is

no information to report for the number of retained jobs committed or projected, the actual number of retained jobs or the average annual salary for retained jobs.

Since October 1, 2019, 30 projects have been approved by the MSF board or by MSF delegated authority and projects have executed agreements. MSF board members receive a report on projects that are approved by delegated authority and all awards

are posted on the MEDC's website at www.michiganbusiness.org/reports-data/michigan-business-development-program-projects.

The aggregated projected return on investment (ROI) to the state of Michigan for projects approved for FY 2020 and still active as of February 14, 2021, is 7.07. This means that for every \$1 invested, there is a projected return of \$7.07.

EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2012	Teijin America/Continental Structural Plastics	03/15/12	Auburn Hills	Oakland	New	Grant	\$375,000	\$375,000	\$7,952,000	\$0	25	22			-	Terminated	3.73
	Computerized Facility Integration LLC	03/26/12	Southfield	Oakland	Expansion	Grant	\$110,000	\$110,000	\$908,400	\$3,131,304	79	20			-	Terminated	7.47
	Lacks Enterprises Inc.	03/26/12	Grand Rapids	Kent	Expansion	Grant	\$325,000	\$325,000	\$31,900,000	\$16,274,817	120	65			-	Terminated	4.57
	Magna Seating of America Inc.	03/26/12	Highland Park	Wayne	Expansion	Grant	\$732,000	\$732,000	\$2,248,000	\$0	244	288	371	\$36,425	-	Ended	3.55
	Hark Orchids LP	04/30/12	Kalamazoo	Kalamazoo	New	Grant	\$500,000	\$500,000	\$5,000,000	\$8,054,635	80	80	80	\$26,000	-	Ended	6.61
	HCL America Inc.	04/30/12	Jackson	Jackson	New	Grant	\$700,000	\$700,000	\$3,350,000	\$0	200	239	292	\$55,000	-	Ended	4.01
	Huntington Foam Corporation	04/30/12	Greenville	Montcalm	Expansion	Grant	\$340,000	\$340,000	\$2,564,000	\$8,979,802	30	30	21	\$25,911	-	Ended	4.09
	Muskegon Castings Corp.	05/02/12	Muskegon	Muskegon	Expansion	Grant	\$540,000	\$540,000	\$10,362,200	\$0	55	55	77	\$24,000	-	Ended	4.95
	Mayville Engineering Inc.	05/14/12	Byron Center	Kent	Expansion	Grant	\$300,000	\$0	\$1,017,976	\$2,788,800	80	0			-	Terminated	1.20
	MedData	05/21/12	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$2,109,524	\$4,799,153	100	129	239	\$30,160	-	Ended	4.91
	Altacor Inc. dba Amway	05/23/12	Ada	Kent	Expansion	Grant	\$1,600,000	\$0	\$80,950,000	\$67,700,000	180	0			-	Terminated	2.80
	Hyundai America Technical Center Inc.	05/23/12	Superior Township	Washtenaw	Expansion	Other	\$2,500,000	\$2,500,000	\$15,000,000	\$28,669,083	50	59	67	\$80,107	-	Ended	7.04
	AGS Automotive Systems Inc.	05/30/12	Sterling Heights	Macomb	Expansion	Grant	\$900,000	\$900,000	\$21,200,000	\$0	90	274	307	\$34,298	-	Ended	4.52
	Altronics Energy LLC	06/06/12	Byron Township	Kent	Expansion	Grant	\$450,000	\$0	\$2,560,000	\$0	80	-			-	Terminated	1.17
	Fiamm Technologies Inc.	06/13/12	Cadillac	Wexford	Expansion	Grant	\$500,000	\$500,000	\$4,427,875	\$0	31	41	67	\$30,501	-	Ended	3.87
	Quality Edge Inc.	06/25/12	Walker	Kent	Expansion	Grant	\$240,000	\$240,000	\$10,478,300	\$239,110	50	39			-	Terminated	3.57
	Brose New Boston Inc.	06/27/12	New Boston	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$61,773,500	\$37,894,202	350	350	351	\$27,118	-	Ended	4.29
	ArcticAx US Ltd. ¹³	06/28/12	Grand Rapids	Kent	New	Grant	\$120,000	\$120,000	\$1,859,500	\$1,480,342	28	2			-	Repayment	5.45
	Cooper Standard Automotive	07/23/12	Leonard	Oakland	Expansion	Grant	\$128,580	\$128,580	\$3,546,940	\$0	55	30	99	\$0	-	Ended	2.56
	Cherry Growers Inc.	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$2,500,000	\$2,500,000	\$12,499,760	\$0	72	-			-	Terminated	7.41
	Materne North America	07/25/12	Grawn	Grand Traverse	Expansion	Other	\$3,000,000	\$3,000,000	\$23,472,500	\$57,893,437	65	65	143	\$39,043	\$6,772,000	Monitoring	15.13
	Thai Summit America Corporation	08/09/12	Howell	Livingston	Expansion	Grant	\$300,000	\$300,000	\$34,987,000	\$26,763,089	78	293	634	\$34,424	-	Ended	4.81
	ETS Development Group LLC	08/15/12	Harper Woods	Wayne	Relocation	Grant	\$300,000	\$0	\$25,000	\$0	57	-			-	Terminated	1.00
	Pinnacle Foods Corporation/Vlasic Brands	08/15/12	Imlay City	Lapeer	Expansion	Grant	\$800,000	\$800,000	\$14,331,125	\$0	29	46	71	\$40,900	-	Ended	3.17
	Credit Acceptance Corp.	08/22/12	Southfield	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$10,218,177	\$57,214,047	274	436	572	\$50,000	-	Ended	6.15
	Jason Incorporated dba Janesville Acoustics	08/22/12	Battle Creek	Calhoun	New	Grant	\$1,500,000	\$1,500,000	\$15,050,000	\$0	225	266	247	\$29,411	-	Ended	5.23
	Penske Vehicle Services	08/27/12	Troy	Oakland	Expansion	Grant	\$350,000	\$350,000	\$5,708,000	\$1,912,600	176	6			-	Terminated	2.57
	Mayser Polymer USA Inc.	08/29/12	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$3,921,600	\$0	50	50	127	\$30,038	-	Ended	5.16
	Mersen USA Bn Corp.	08/30/12	Freeland	Bay	Expansion	Grant	\$320,000	\$0	\$21,310,000	\$0	32	-			-	Terminated	0.86
	RSB Transmissions NA Inc.	09/04/12	Homer	Calhoun	Expansion	Grant	\$350,000	\$0	\$14,284,000	\$0	100	-			-	Terminated	1.26
Magna Closures—Engineered Glass	09/27/12	Holland	Ottawa	Expansion	Grant	\$1,200,000	\$1,200,000	\$10,148,304	\$49,431,845	177	364	344	\$42,738	-	Ended	5.96	
Marrone Michigan Manufacturing LLC	09/28/12	Bangor	Van Buren	Expansion	Grant	\$350,000	\$0	\$19,005,000	\$2,054,466	39	-			-	Terminated	1.98	
mophie LLC	09/28/12	Kalamazoo	Kalamazoo	Relocation	Grant	\$240,000	\$240,000	\$4,010,000	\$0	50	129	104	\$30,179	-	Ended	5.21	
Martin-Brower Company LLC	09/28/12	St. Johns	Clinton	Expansion	Grant	\$350,000	\$350,000	\$16,250,000	\$0	150	126			-	Terminated	2.05	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
	Monadnock Non-Wovens	10/10/12	Coldwater	Branch	New	Grant	\$360,000	\$0	\$4,518,935	\$136,794	60	-		-	-	Terminated	1.20
	Continental Automotive Systems ¹²	10/22/12	Auburn Hills	Oakland	Expansion	Grant	\$900,000	\$900,000	\$1,650,000	\$0	250	250	558	\$75,000	-	Monitoring	6.90
	Biogenic Reagents	10/24/12	Forsyth Township	Marquette	New	Other	\$2,000,000	\$2,000,000	\$16,985,000	\$6,000,000	27	0	20	\$0	-	Terminated	4.04
	Armored Group LLC	10/31/12	Dearborn Heights	Wayne	Expansion	Grant	\$400,000	\$400,000	\$1,455,000	\$987,890	240	-		-	-	Terminated	1.88
	Undercar Products Group	11/01/12	Wyoming	Kent	Expansion	Grant	\$475,000	\$475,000	\$26,047,023	\$0	150	158	164	\$50,000	-	Ended	4.31
	Henrob Corporation	11/02/12	Lyon Township	Oakland	Expansion	Grant	\$300,000	\$300,000	\$68,491,000	\$83,382,298	152	224	238	\$44,990	-	Ended	5.12
	Summit Polymers Inc.	11/08/12	Portage	Kalamazoo	Expansion	Grant	\$370,000	\$370,000	\$9,300,000	\$37,793,837	70	328	344	\$34,276	-	Ended	4.49
	Cataphora	11/19/12	Ann Arbor	Washtenaw	Expansion	Grant	\$150,000	\$150,000	\$206,200	\$0	30	1		-	-	Terminated	1.84
	Dart Container Corp.	11/28/12	Alaiedon Township	Ingham	Expansion	Grant	\$3,000,000	\$3,000,000	\$47,000,000	\$120,632,026	325	854	762	\$61,554	-	Ended	5.33
	Getman Corp.	12/04/12	Comstock Township	Kalamazoo	Expansion	Grant	\$300,000	\$0	\$5,538,560	\$6,562,000	150	-		-	-	Terminated	2.07
	Mueller Plastics Corporation Inc.	12/06/12	Portage	Kalamazoo	New	Grant	\$700,000	\$0	\$26,116,000	\$0	63	-		-	-	Terminated	0.65
	OPS Solutions	12/06/12	Novi	Oakland	Expansion	Grant	\$400,000	\$400,000	\$268,000	\$606,974	25	28	28	\$77,000	-	Ended	6.92
	Founders Brewing Company	12/19/12	Grand Rapids	Kent	Expansion	Other	\$2,000,000	\$2,000,000	\$26,000,000	\$0	52	87	156	\$47,000	-	Monitoring	10.43
	La-Z-Boy Inc.	12/19/12	Monroe	Monroe	Expansion	Grant	\$3,000,000	\$3,000,000	\$51,500,000	\$66,429,593	50	187	81	\$68,007	-	Ended	5.85
	Sakthi Auto Group USA ¹⁴	12/19/12	Detroit	Wayne	New	Grant	\$1,500,000	\$1,500,000	\$18,600,000	\$183,188,362	170	277	359	\$35,000	-	Ended	4.11
	Two Men and A Truck International	01/09/13	Delhi Township	Ingham	Expansion	Grant	\$350,000	\$350,000	\$3,951,900	\$8,651,369	70	121	129	\$46,736	-	Ended	4.95
	Denso International America Inc.	01/23/13	Southfield	Oakland	Expansion	Grant	\$1,540,000	\$1,540,000	\$45,700,000	\$0	176	188	226	\$86,111	-	Ended	4.88
	Denso Manufacturing Michigan Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$1,460,000	\$1,460,000	\$105,440,764	\$0	266	270	792	\$39,145	-	Ended	5.38
	Dieomatic Inc.	01/23/13	Battle Creek	Calhoun	Expansion	Grant	\$976,000	\$664,000	\$162,072,542	\$118,479,373	300	228	285	\$55,351	-	Monitoring	8.21
	Kirchhoff Van-Rob Tecumseh	01/23/13	Tecumseh	Lenawee	Expansion	Grant	\$5,300,000	\$5,300,000	\$30,682,381	\$96,700,000	450	456	357	\$47,200	-	Ended	6.44
2013	Lear Corporation ¹⁵	01/23/13	Highland Park	Wayne	Expansion	Grant	\$1,600,000	\$0	\$18,751,279	\$0	230	-		-	-	Terminated	0.25
	Moran Iron Works Inc.	01/23/13	Onaway	Presque Isle	Expansion	Grant	\$1,000,000	\$1,000,000	\$16,224,911	\$732,347	75	35		-	-	Repayment	5.86
	Norplas Industries Inc. ¹²	01/23/13	Brownstown	Wayne	Expansion	Grant	\$630,000	\$630,000	\$81,750,485	\$81,750,485	400	393		-	-	Terminated	3.95
	Rigaku Innovative Technologies Inc.	01/23/13	Auburn Hills	Oakland	Expansion	Other	\$2,000,000	\$2,000,000	\$55,700,000	\$0	25	-		-	-	Repayment	6.82
	Whirlpool Corp.	01/23/13	Benton Harbor	Berrien	Relocation	Grant	\$2,400,000	\$2,400,000	\$18,945,000	\$0	180	180	182	\$90,115	-	Ended	3.85
	Black & Veatch Corp.	01/25/13	Ann Arbor	Washtenaw	Expansion	Grant	\$265,000	\$265,000	\$13,488,723	\$5,117,000	50	0		-	-	Terminated	5.23
	Baker Industries Inc.	01/29/13	Macomb	Macomb	Expansion	Grant	\$500,000	\$500,000	\$9,856,650	\$11,300,000	165	92		-	-	Terminated	3.10
	Herbruck Poultry Ranch Inc.	02/14/13	Saranac	Ionia	Expansion	Grant	\$500,000	\$500,000	\$17,150,000	\$44,192,351	50	243	243	\$26,538	-	Ended	5.05
	Dieomatic Inc.	02/27/13	Auburn Hills	Oakland	Expansion	Grant	\$690,000	\$690,000	\$25,861,000	\$104,593,785	230	230	230	\$41,287	-	Ended	5.73
	Lyons Consulting Group	03/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$300,000	\$300,000	\$1,142,833	\$0	30	30	52	\$100,000	-	Ended	5.04
	Challenge Manufacturing Company	03/11/13	Holland	Allegan	Expansion	Grant	\$1,000,000	\$1,000,000	\$10,290,000	\$2,978,244	180	153		-	-	Terminated	2.82
	Hanwha Advanced Materials America LLC	03/12/13	Monroe	Monroe	Expansion	Grant	\$165,720	\$165,720	\$12,000,000	\$32,962,674	50	51	51	\$35,360	-	Ended	5.65
	Detroit Thermal Systems LLC	03/21/13	Romulus	Wayne	New	Grant	\$750,000	\$750,000	\$27,073,125	\$32,116,649	312	312	582	\$41,000	-	Ended	4.73
	Newell Brands	03/27/13	Kalamazoo	Kalamazoo	Relocation	Grant	\$2,000,000	\$2,000,000	\$2,300,000	\$0	100	120	142	\$90,965	-	Ended	4.57
	Southwest Michigan First Corp.	04/01/13	Kalamazoo	Kalamazoo	New	Loan	\$4,000,000	\$4,000,000	\$4,265,000	\$0	-	-	-	-	-	Monitoring	10.98
	Rassini Brakes LLC	04/04/13	Mt. Morris Township	Genesee	New	Grant	\$500,000	\$500,000	\$17,310,800	\$3,958,081	55	91	87	\$28,600	-	Ended	3.78
	Bleistahl North America LP	04/05/13	Battle Creek	Calhoun	New	Grant	\$475,000	\$475,000	\$11,593,900	\$0	55	79	85	\$37,500	-	Ended	4.84
	Kay Manufacturing Co.	04/08/13	St. Joseph Township	Berrien	Expansion	Grant	\$350,000	\$350,000	\$9,290,000	\$0	80	80	81	\$40,772	-	Ended	4.89
	Belmont Engineered Plastics LLC	04/15/13	Belmont	Kent	New	Grant	\$900,000	\$900,000	\$5,510,000	\$0	62	145	176	\$32,648	-	Ended	5.16
	Grand Rapids Chair Company	04/15/13	Byron Center	Kent	Expansion	Grant	\$200,000	\$200,000	\$2,540,000	\$0	50	52	44	\$36,162	-	Ended	4.91
	CDK Global LLC	04/24/13	Detroit	Wayne	Expansion	Grant	\$1,500,000	\$1,500,000	\$3,300,000	\$0	150	158	150	\$60,000	-	Ended	4.25

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2013	Rec Boat Holdings LLC	04/25/13	Cadillac	Wexford	Expansion	Grant	\$800,000	\$800,000	\$4,785,381	\$3,202,565	25	157	168	\$31,204	-	Ended	4.68
	JR Automation Technologies LLC	04/29/13	Holland	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$4,166,000	\$0	90	90	861	\$53,051	-	Ended	5.08
	Kay Automotive Graphics ⁹	05/06/13	Orion Township	Oakland	Expansion	Grant	\$350,000	\$350,000	\$12,915,000	\$15,631,116	50	79	90	\$36,243	-	Monitoring	7.89
	Post Consumer Brands	05/07/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$0	\$29,825,000	\$382,040,000	92	-	-	-	-	Terminated	2.01
	SMR Automotive Systems USA Inc.	05/22/13	Marysville	St. Clair	Expansion	Grant	\$4,000,000	\$4,000,000	\$40,237,154	\$0	350	407	608	\$46,350	-	Ended	4.93
	Merhow Acquisition LLC dba Merhow Industries	06/03/13	White Pigeon	St. Joseph	Relocation	Grant	\$200,000	\$200,000	\$1,075,000	\$0	46	69	102	\$33,249	-	Ended	4.95
	TRMI Inc.	06/03/13	Battle Creek	Calhoun	Expansion	Grant	\$700,000	\$700,000	\$11,100,000	\$11,100,000	150	150	230	\$32,550	-	Ended	4.94
	Blissfield Manufacturing Company	06/14/13	Blissfield	Lenawee	Expansion	Grant	\$125,000	\$125,000	\$1,530,735	\$0	68	6	-	-	-	Terminated	5.02
	Senderra RX Partners LLC	06/14/13	Flint Township	Genesee	Expansion	Grant	\$200,000	\$200,000	\$675,500	\$0	70	54	51	\$35,863	-	Terminated	5.11
	ZYNP International Corp.	06/21/13	Romulus	Wayne	Expansion	Grant	\$350,000	\$350,000	\$9,561,532	\$0	51	52	56	\$26,000	-	Ended	5.97
	Integrated Manufacturing & Assembly LLC	06/26/13	Detroit	Wayne	Expansion	Grant	\$3,400,000	\$3,400,000	\$32,454,809	\$28,666,013	566	666	676	\$38,400	-	Terminated	3.51
	GKN Driveline	07/11/13	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$5,100,000	\$29,878,067	50	75	87	\$85,526	-	Ended	4.30
	Daimler AG Plant Detroit Diesel	07/18/13	Redford Township	Wayne	Expansion	Grant	\$250,000	\$250,000	\$77,200,000	\$137,291,245	50	564	676	\$89,148	-	Ended	5.41
	Fairlife LLC	07/22/13	Coopersville	Ottawa	New	Grant	\$900,000	\$900,000	\$127,563,150	\$0	125	125	214	\$47,132	-	Ended	3.88
	TPUSA Inc. dba TeleperformanceUSA	07/23/13	Cascade Township	Kent	Expansion	Grant	\$600,000	\$0	\$3,792,000	\$2,126,220	400	-	-	-	-	Terminated	1.59
	Jackson National Life ⁹	07/24/13	Lansing	Ingham	Expansion	Grant	\$5,300,000	\$4,150,000	\$100,000,004	\$55,700,386	704	553	845	\$66,435	-	Monitoring	10.05
	Unique Tool and Manufacturing Co. Inc.	07/26/13	Bedford Township	Monroe	Expansion	Grant	\$150,000	\$0	\$4,669,325	\$5,330,424	57	-	-	-	-	Terminated	1.48
	Asterand Bioscience	07/29/13	Detroit	Wayne	Expansion	Grant	\$250,000	\$0	\$1,700,000	\$443,552	25	-	-	-	-	Terminated	1.52
	Coyote Logistics	08/05/13	Ann Arbor	Washtenaw	Expansion	Grant	\$1,000,000	\$1,000,000	\$1,200,500	\$0	120	179	168	\$40,000	-	Ended	4.86
	VernDale Products Inc.	08/28/13	Detroit	Wayne	Expansion	Other	\$436,000	\$436,000	\$15,991,458	\$22,048,651	13	13	15	\$48,932	-	Ended	5.25
Firstronic LLC	09/04/13	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$2,245,000	\$0	110	110	120	\$27,040	-	Ended	4.58	
Adac Automotive	09/09/13	Muskegon	Muskegon	Expansion	Grant	\$650,000	\$650,000	\$7,903,000	\$0	90	90	417	\$35,000	-	Ended	4.58	
Longbow Advantage	09/10/13	Ann Arbor	Washtenaw	Expansion	Grant	\$250,000	\$0	\$411,400	\$0	32	-	-	-	-	Terminated	1.05	
Dairy Farmers of America Inc.	09/25/13	Cass City	Tuscola	Expansion	Grant	\$500,000	\$500,000	\$40,000,000	\$0	25	35	34	\$45,905	-	Ended	4.19	
ReNu Wireless USA	09/29/13	Roseville	Macomb	Expansion	Grant	\$900,000	\$0	\$5,251,002	\$0	200	-	-	-	-	Terminated	1.42	
2014	Universal Marketing Group	10/01/13	Ann Arbor	Washtenaw	New	Grant	\$600,000	\$0	\$568,662	\$715,308	400	0	-	-	-	Terminated	1.64
	Yanfeng US Automotive Interior Systems II LLC	10/02/13	Frenchtown Twp.	Monroe	Expansion	Grant	\$800,000	\$800,000	\$16,927,000	\$0	182	182	299	\$34,720	-	Ended	3.47
	Triumph Gear Systems	10/07/13	Macomb Township	Macomb	Expansion	Grant	\$250,000	\$250,000	\$15,180,000	\$12,940,252	60	106	106	\$60,003	\$1,021,910	Ended	6.56
	CHi (Charter House Innovations)	10/15/13	Holland Township	Ottawa	Expansion	Grant	\$200,000	\$200,000	\$3,052,000	\$0	50	51	72	\$32,682	-	Ended	4.40
	Fontijne Grotnes	10/15/13	Milton Township	Cass	New	Grant	\$300,000	\$0	\$2,618,000	\$0	31	0	-	-	-	Terminated	1.46
	Navitas Advanced Solutions Group	10/15/13	Pittsfield Township	Washtenaw	Expansion	Loan	\$500,000	\$500,000	\$9,287,000	\$5,359,565	40	61	61	\$67,237	-	Ended	5.13
	Comprehensive Logistics Co. Inc.	10/17/13	Detroit	Wayne	Expansion	Grant	\$600,000	\$600,000	\$18,140,000	\$0	300	300	282	\$39,500	-	Terminated	5.10
	Aisin Technical Center of North America	10/23/13	Northville	Wayne	Expansion	Grant	\$800,000	\$800,000	\$32,724,600	\$9,871,207	151	103	74	\$65,500	-	Terminated	6.18
	Pillar Technology Group LLC	11/01/13	Ann Arbor	Washtenaw	Expansion	Grant	\$350,000	\$350,000	\$1,425,000	\$1,064,522	45	69	69	\$106,009	-	Ended	5.14
	Ventra Grand Rapids 5 LLC	11/05/13	Kentwood	Kent	Expansion	Grant	\$650,000	\$650,000	\$16,296,797	\$29,490,756	150	498	635	\$29,501	-	Ended	3.22
	Cooper Standard (Fairview) ¹⁰	11/06/13	Comins Township	Oscoda	Expansion	Grant	\$1,000,000	\$1,000,000	\$6,359,817	\$0	177	201	201	\$33,887	-	Ended	4.87
	Lauren Plastics	11/15/13	Spring Lake	Ottawa	Expansion	Grant	\$225,000	\$225,000	\$7,063,000	\$0	50	27	37	\$30,160	-	Terminated	5.99
	HTC Global Services Inc.	11/20/13	Troy	Oakland	Expansion	Grant	\$1,750,000	\$1,750,000	\$3,372,500	\$1,083,825	203	224	232	\$34,989	-	Ended	5.15
	Niowave Inc.	11/20/13	Lansing	Ingham	Expansion	Other	\$1,500,000	\$1,500,000	\$79,000,000	\$0	30	30	17	\$51,785	-	Repayment	10.21
SpartanNash	11/20/13	Byron Center	Kent	Expansion	Grant	\$1,500,000	\$1,500,000	\$18,271,496	\$10,000	147	72	162	\$73,300	-	Ended	5.48	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/stage ⁷	Duration of economic assistance (years) ⁸
2014	SRI International	11/20/13	Plymouth	Wayne	Expansion	Grant	\$640,000	\$640,000	\$624,535	\$0	25	20	21	\$110,959	-	Terminated	5.55
	Mahindra GenZe ¹²	11/25/13	Ann Arbor	Washtenaw	New	Grant	\$300,000	\$300,000	\$2,010,000	\$7,003,338	34	38	5	\$33,213	-	Monitoring	6.23
	Industrial Services Group	12/04/13	Vergennes Township	Kent	Expansion	Grant	\$175,000	\$0	\$1,630,000	\$1,146,000	50	-	-	-	-	Terminated	1.64
	Circuit Controls Corporation	12/11/13	Bear Creek Township	Emmet	Expansion	Grant	\$180,000	\$180,000	\$21,722,000	\$0	36	39	46	\$27,500	-	Ended	4.59
	Vectorform LLC	12/12/13	Royal Oak	Oakland	Expansion	Grant	\$250,000	\$250,000	\$2,240,455	\$1,884,012	50	59	59	\$85,000	-	Ended	5.91
	Medimpact Healthcare Systems Inc.	12/19/13	Van Buren Township	Wayne	New	Grant	\$100,000	\$100,000	\$2,074,000	\$0	75	70	28	\$38,797	-	Ended	4.86
	Magna Exteriors and Interiors USA Inc.	01/29/14	China Township	St. Clair	Expansion	Grant	\$822,000	\$822,000	\$3,639,100	\$0	274	344	344	\$25,700	-	Ended	1.40
	Mann+Hummel USA Inc.	01/31/14	Portage	Kalamazoo	Expansion	Grant	\$325,000	\$325,000	\$17,425,000	\$47,759,676	70	76	65	\$40,293	-	Ended	5.28
	Advance Engineering Company	02/06/14	Canton	Wayne	Expansion	Grant	\$200,000	\$200,000	\$6,554,000	\$5,228,653	75	77	77	\$35,943	-	Ended	3.77
	ThinkTech Inc.	02/06/14	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$2,938,551	\$3,047,099	50	50	55	\$115,698	-	Ended	4.56
	Capital Welding Inc.	02/24/14	Detroit	Wayne	Relocation	Grant	\$420,000	\$420,000	\$20,030,000	\$2,200,000	70	37	70	\$45,000	-	Terminated	5.41
	Eberspacher North America Inc.	02/25/14	Brighton	Livingston	Expansion	Grant	\$1,200,000	\$1,200,000	\$122,000,000	\$27,332,823	545	142	-	-	-	Terminated	3.44
	Kalitta Air	02/25/14	Oscoda	Iosco	Expansion	Grant	\$2,000,000	\$2,000,000	\$9,730,431	\$16,107,418	200	200	203	\$42,640	-	Ended	5.98
	XanEdu Publishing Inc.	02/26/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$100,000	\$100,000	\$1,030,000	\$100,000	50	16	-	-	-	Terminated	3.86
	Proos Manufacturing Inc.	03/05/14	Grand Rapids	Kent	Expansion	Grant	\$75,000	\$75,000	\$5,665,370	\$360,000	50	20	-	-	-	Terminated	4.85
	Avon Protection Systems Inc.	03/06/14	Cadillac	Wexford	Expansion	Grant	\$100,000	\$100,000	\$925,500	\$10,089,423	29	41	29	\$25,000	-	Ended	2.94
	Nyloncraft of Michigan Inc.	03/14/14	Jonesville	Hillsdale	Expansion	Grant	\$150,000	\$150,000	\$4,693,000	\$0	40	40	59	\$28,900	-	Ended	3.71
	Hirata	03/24/14	Lyon Township	Oakland	Expansion	Grant	\$200,000	\$0	\$2,065,380	\$0	39	-	-	-	-	Terminated	2.05
	Borgwarner Inc.	03/25/14	Auburn Hills	Oakland	Expansion	Grant	\$3,200,000	\$3,200,000	\$11,000,000	\$0	180	182	187	\$71,642	-	Ended	3.92
	M1 Rail	03/25/14	Detroit	Wayne	New	Loan	\$10,000,000	\$10,000,000	\$131,957,023	\$110,023,375	-	-	0	\$79,000	\$8,787,421	Monitoring	14.03
	Oerlikon Balzers Coatings USA Inc.	03/28/14	Lake Orion	Oakland	Expansion	Grant	\$250,000	\$0	\$6,038,000	\$30,000	50	-	-	-	-	Terminated	2.28
	Fuyao Automotive North America Inc.	04/08/14	Lake Orion	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$15,390,000	\$85,559,273	100	218	35	\$30,177	-	Ended	5.64
	Molina Healthcare of Michigan	04/22/14	Troy	Oakland	Expansion	Grant	\$2,296,000	\$2,296,000	\$20,323,311	\$22,092,700	462	464	464	\$65,322	-	Ended	4.35
	Inglass USA Inc.	04/24/14	Byron Center	Kent	New	Grant	\$211,500	\$211,500	\$17,668,890	\$13,283,557	50	59	59	\$55,730	-	Ended	5.17
	Novo 1	04/24/14	Cascade Township	Kent	Expansion	Grant	\$272,000	\$272,000	\$1,500,000	\$0	287	-	-	-	-	Terminated	2.51
	Herbruck Poultry Ranch Inc.	04/25/14	Lake Odessa	Ionia	Expansion	Grant	\$750,000	\$750,000	\$76,500,000	\$44,192,352	100	100	325	\$30,534	\$44,192,352	Ended	5.13
	Mahindra Vehicle Manufacturers Limited	04/28/14	Troy	Oakland	New	Grant	\$500,000	\$500,000	\$1,912,854	\$1,912,854	112	120	120	\$48,006	-	Ended	4.56
	AvaSure	05/14/14	Plainfield Township	Kent	Expansion	Grant	\$550,000	\$550,000	\$1,896,400	\$3,519,496	110	110	136	\$61,500	\$2,784,318	Monitoring	6.73
	Toyoda Gosei North America Corp.	05/14/14	Troy	Oakland	Expansion	Grant	\$250,000	\$250,000	\$7,951,500	\$4,636,971	51	51	245	\$68,283	-	Ended	4.40
	Challenge Manufacturing Company	05/27/14	Pontiac	Oakland	Expansion	Grant	\$2,238,000	\$1,400,000	\$50,000,000	\$0	250	250	139	\$50,022	-	Ended	5.03
	Bowers Manufacturing Company	06/04/14	Battle Creek	Calhoun	New	Grant	\$236,500	\$236,500	\$22,842,000	\$0	186	-	-	-	-	Terminated	3.49
	SolarBos	06/04/14	Walker	Kent	New	Grant	\$160,000	\$160,000	\$884,000	\$762,000	50	34	29	\$45,000	-	Terminated	4.97
Cascade Die Casting Group	06/05/14	Sparta	Kent	Expansion	Grant	\$275,000	\$275,000	\$5,336,000	\$12,530,889	50	78	41	\$50,918	-	Ended	5.51	
Ventra Ionia Main LLC	06/09/14	Ionia	Ionia	Expansion	Grant	\$500,000	\$500,000	\$8,504,539	\$22,875,923	144	144	201	\$31,091	-	Ended	3.92	
Hirotec America Inc.	07/01/14	Auburn Hills	Oakland	Expansion	Grant	\$1,000,000	\$1,000,000	\$26,000,000	\$0	110	110	110	\$67,000	-	Monitoring	6.39	
Medbio Inc.	07/08/14	Cascade Township	Kent	Expansion	Grant	\$180,000	\$180,000	\$3,393,000	\$5,984,729	45	69	86	\$42,300	-	Ended	4.89	
Nemo Capital Partners LLC	07/11/14	Southfield	Oakland	New	Grant	\$300,000	\$300,000	\$2,607,300	\$0	145	45	-	-	-	Terminated	2.65	
Walbro Engine Management	07/11/14	Cass City	Tuscola	Expansion	Grant	\$165,000	\$165,000	\$4,150,000	\$2,117,174	25	66	66	\$45,588	-	Ended	4.69	
S&P Data LLC ¹⁴	07/14/14	Troy	Oakland	New	Grant	\$1,000,000	\$600,000	\$4,380,546	\$0	400	100	170	\$30,000	-	Monitoring	5.90	
Eissmann Automotive Port Huron LLC	07/15/14	Port Huron	St. Clair	New	Grant	\$710,600	\$710,600	\$13,550,000	\$16,823,607	225	192	192	\$35,308	\$16,242,000	Ended	4.92	
Roush Industries Inc.	07/18/14	Livonia	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$8,700,775	\$27,038,153	210	588	229	\$41,339	-	Ended	4.33	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2014	Brembo North America Inc. ⁹	07/22/14	Albion Township	Calhoun	Expansion	Grant	\$2,000,000	\$2,000,000	\$78,428,651	\$174,405,159	254	257	244	\$51,757	-	Monitoring	5.84
	HA Automotive Systems Inc.	07/22/14	Troy	Oakland	New	Grant	\$1,100,000	\$0	\$28,800,000	\$0	208	-	-	-	-	Terminated	2.72
	Suniva Inc. ¹⁴	07/22/14	Saginaw	Saginaw	New	Grant	\$2,500,000	\$1,050,000	\$12,225,000	\$0	350	0	144	\$34,000	-	Monitoring	6.14
	Anchor Coupling Inc.	07/24/14	Menominee	Menominee	Expansion	Grant	\$746,666	\$746,666	\$9,056,000	\$7,107,415	110	59	190	\$30,504	-	Ended	4.35
	Celia Corp.	07/28/14	Sparta	Kent	Expansion	Grant	\$233,000	\$0	\$4,175,000	\$500,000	50	-	-	-	-	Terminated	3.01
	Flow-Rite	07/30/14	Byron Center	Kent	Expansion	Grant	\$105,000	\$105,000	\$6,055,552	\$0	50	70	91	\$43,063	-	Ended	4.87
	Middleville Tool & Die Company Inc.	07/30/14	Yankee Springs Twp	Barry	Expansion	Grant	\$350,000	\$350,000	\$6,300,000	\$0	35	38	38	\$33,000	-	Ended	4.89
	Duffey Petrosky	08/04/14	Farmington Hills	Oakland	Expansion	Grant	\$1,000,000	\$0	\$912,708	\$0	204	-	-	-	-	Terminated	1.51
	Transform Automotive LLC	08/08/14	Shelby Township	Macomb	Expansion	Grant	\$550,000	\$550,000	\$41,946,000	\$0	77	98	98	\$52,250	-	Ended	4.22
	Unified Business Technologies Inc.	08/08/14	Troy	Oakland	Expansion	Grant	\$300,000	\$300,000	\$17,174,800	\$17,174,800	25	25	25	\$50,039	-	Ended	5.26
	Toyota Motor Engineering & Manufacturing N.A. Inc.	08/26/14	Ann Arbor	Washtenaw	Expansion	Grant	\$5,000,000	\$4,200,000	\$107,650,000	\$122,362,123	335	366	344	\$87,676	-	Monitoring	8.05
	Neogen Corporation	08/28/14	Lansing	Ingham	Expansion	Grant	\$100,000	\$100,000	\$1,035,000	\$3,207,931	25	244	239	\$26,187	-	Ended	4.85
	American Axle & Manufacturing	09/05/14	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$15,400,000	\$50,093,637	75	154	153	\$97,717	-	Ended	4.92
	Costco Wholesale Corp.	09/08/14	Van Buren Township	Wayne	New	Grant	\$450,000	\$450,000	\$47,890,000	\$69,441,944	126	202	310	\$47,600	\$4,140,325	Ended	5.16
	International Business Machines Corp.	09/08/14	East Lansing	Ingham	Expansion	Grant	\$500,000	\$0	\$200,000	\$0	100	-	-	-	-	Terminated	1.12
	Hannigan Insurance Agency	09/12/14	Ann Arbor	Washtenaw	Expansion	Grant	\$81,000	\$81,000	\$516,000	\$0	75	16	-	-	-	Terminated	3.06
	Android Industries	09/17/14	Detroit	Wayne	Expansion	Grant	\$500,000	\$500,000	\$16,487,341	\$11,000,000	100	69	-	-	-	Repayment	3.88
	Dicastal North America Inc.	09/17/14	Greenville	Montcalm	New	Grant	\$3,500,000	\$3,500,000	\$139,616,538	\$208,601,559	300	416	454	\$38,465	\$118,000,000	Ended	5.42
	Plasan Carbon Composites Inc.	09/17/14	Walker	Kent	Expansion	Other	\$4,800,000	\$4,800,000	\$29,022,000	\$0	620	418	-	-	-	Repayment	3.46
Nexthermal Corporation	09/19/14	Battle Creek	Calhoun	Expansion	Grant	\$50,000	\$50,000	\$1,964,000	\$578,565	50	6	-	-	-	Terminated	2.36	
Harman	09/30/14	Novi	Oakland	Expansion	Grant	\$800,000	\$800,000	\$44,889,000	\$18,000,000	150	176	409	\$128,799	-	Monitoring	6.07	
2015	SL America Corp.	10/06/14	Auburn Hills	Oakland	Expansion	Grant	\$615,000	\$615,000	\$8,011,214	\$2,963,140	72	65	91	\$101,005	-	Repayment	5.05
	L&W Engineering	10/09/14	Detroit	Wayne	Expansion	Grant	\$300,000	\$300,000	\$10,100,000	\$0	100	100	100	\$48,672	-	Ended	4.10
	Summit Polymers Inc.	10/09/14	Vicksburg	Kalamazoo	Expansion	Grant	\$570,000	\$570,000	\$7,290,552	\$0	140	152	156	\$31,069	-	Ended	3.26
	Lippert Components Manufacturing Inc.	10/16/14	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$200,000	\$1,668,000	\$4,915,338	102	144	144	\$50,284	-	Ended	4.14
	NBJX	10/16/14	Canton	Wayne	Expansion	Grant	\$300,000	\$0	\$8,053,000	\$363,222	75	-	-	-	-	Terminated	2.51
	Greenfield Die & Manufacturing Corp.	10/28/14	Plymouth	Wayne	Expansion	Grant	\$2,000,000	\$2,000,000	\$42,968,954	\$0	128	128	133	\$110,931	-	Monitoring	6.08
	Magna International of America Mimco Inc.	10/28/14	Plymouth Township	Wayne	Expansion	Grant	\$1,127,000	\$1,127,000	\$59,227,000	\$159,079,804	175	321	321	\$53,743	-	Ended	4.46
	Mobis North America LLC	10/28/14	Plymouth	Wayne	Expansion	Grant	\$750,000	\$750,000	\$26,570,000	\$14,200,000	75	75	84	\$84,675	-	Ended	4.09
	Thomson Reuters (Tax & Accounting) Inc. ¹⁰	10/28/14	Pittsfield Township	Washtenaw	Expansion	Grant	\$2,000,000	\$0	\$19,866,000	\$53,984,598	250	-	91	\$61,713	-	Monitoring	10.06
	LTC Roll & Engineering	10/29/14	Cottrellville	St. Clair	Expansion	Grant	\$450,000	\$0	\$8,550,000	\$0	90	-	-	-	-	Terminated	2.27
	Fullerton Tool Company Inc.	10/31/14	Saginaw	Saginaw	Expansion	Grant	\$130,000	\$130,000	\$8,044,884	\$7,027,395	58	21	-	-	-	Terminated	2.48
	Stec USA Inc. ¹²	11/05/14	Madison Heights	Oakland	New	Grant	\$700,000	\$100,000	\$15,097,200	\$10,440,000	176	30	30	\$51,000	-	Monitoring	8.07
	TG Fluid Systems USA Corporation ¹²	11/21/14	Brighton	Livingston	Expansion	Grant	\$150,000	\$150,000	\$12,934,128	\$0	36	39	39	\$25,334	-	Ended	4.48
	Covisint LLC	11/25/14	Southfield	Oakland	Expansion	Grant	\$1,500,000	\$0	\$5,500,000	\$2,786,600	50	-	-	-	-	Terminated	1.88
	Founders Brewing Company	11/25/14	Grand Rapids	Kent	Expansion	Grant	\$250,000	\$250,000	\$40,400,000	\$120,673,000	72	255	108	\$48,553	-	Ended	4.96
	Howmet Corp. dba Arconic ⁹	11/26/14	Whitehall	Muskegon	Expansion	Grant	\$285,000	\$285,000	\$16,734,500	\$15,604,162	25	25	53	\$45,600	-	Monitoring	5.98
	David Corp. ¹²	12/05/14	Livonia	Wayne	Expansion	Grant	\$150,000	\$104,000	\$418,180	\$453,035	26	18	19	\$124,000	-	Monitoring	6.46
Brose North America Inc.	12/16/14	Auburn Hills	Wayne	Expansion	Grant	\$6,950,000	\$4,850,000	\$202,595,077	\$165,574,012	775	639	597	\$31,250	-	Monitoring	7.43	
Paslin Company	12/16/14	Warren	Macomb	Expansion	Grant	\$1,700,000	\$1,700,000	\$20,612,000	\$27,120,984	200	200	280	\$74,283	-	Monitoring	5.39	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

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2015	Fori Automation	12/19/14	Shelby Township	Macomb	Expansion	Grant	\$250,000	\$250,000	\$9,900,000	\$0	52	81	73	\$80,115	-	Ended	4.81
	Irwin Seating Company	12/29/14	Walker	Kent	Expansion	Grant	\$300,000	\$300,000	\$1,900,000	\$4,175,000	60	141	141	\$46,800	-	Ended	4.73
	NHK International Corp.	12/29/14	Novi	Oakland	Expansion	Grant	\$150,000	\$150,000	\$9,000,000	\$0	26	26	32	\$75,684	-	Ended	4.97
	Forest River Products	01/27/15	White Pigeon	St. Joseph	New	Grant	\$350,000	\$0	\$7,080,000	\$0	396	-	-	-	-	Terminated	1.58
	Cargill Kitchen Solutions	01/30/15	Lake Odessa	Ionia	Expansion	Grant	\$262,500	\$262,500	\$27,512,000	\$27,555,487	35	85	106	\$41,175	-	Ended	4.15
	CDK Global LLC	02/01/15	Detroit	Wayne	Expansion	Grant	\$1,000,000	\$1,000,000	\$3,590,000	\$0	100	103	121	\$60,000	-	Ended	3.29
	Orbtec 3D Technology International Inc.	02/03/15	Troy	Oakland	New	Grant	\$300,000	\$0	\$3,228,118	\$679,960	40	-	-	-	-	Terminated	1.46
	OMT Veyhl USA Corporation	02/11/15	Holland	Ottawa	Expansion	Grant	\$750,000	\$750,000	\$9,831,700	\$18,329,859	206	206	155	\$37,633	-	Terminated	4.73
	Sensient Flavors	02/11/15	Harbor Beach	Huron	Expansion	Grant	\$150,000	\$150,000	\$31,850,000	\$25,900,000	28	28	37	\$50,146	-	Monitoring	5.84
	MIG Molding	02/12/15	Almont	Lapeer	Expansion	Grant	\$105,000	\$0	\$1,242,422	\$0	32	-	-	-	-	Terminated	1.19
	Gentherm Inc.	02/19/15	Farmington Hills	Oakland	Expansion	Grant	\$750,000	\$750,000	\$8,442,500	\$11,621,768	150	150	180	\$95,000	-	Monitoring	5.78
	3Con Corp.	02/26/15	Wixom	Oakland	New	Grant	\$550,000	\$0	\$6,417,500	\$170,000	136	-	-	-	-	Terminated	2.33
	Denso Manufacturing Michigan Inc.	02/26/15	Battle Creek	Calhoun	Expansion	Grant	\$640,000	\$640,000	\$56,635,500	\$0	100	105	205	\$40,465	-	Ended	2.42
	Kuka Systems North America LLC	03/03/15	Clinton Township	Macomb	Expansion	Grant	\$900,000	\$900,000	\$14,400,000	\$14,459,253	116	124	266	\$71,843	-	Monitoring	6.50
	Superior Industries International Inc. ⁹	03/16/15	Southfield	Oakland	Relocation	Grant	\$900,000	\$793,750	\$2,517,000	\$0	75	67	67	\$158,441	-	Monitoring	7.21
	Daimler AG Plant Detroit Diesel	03/24/15	Redford Township	Wayne	Expansion	Grant	\$955,080	\$955,080	\$208,000,000	\$52,439,554	180	291	291	\$92,164	-	Monitoring	5.12
	Emhart Teknologien ¹⁵	03/27/15	Chesterfield	Macomb	Expansion	Grant	\$350,000	\$350,000	\$32,871,000	\$20,150,000	83	56	23	\$58,810	-	Terminated	4.68
	Plasan North America ¹⁰	03/30/15	Walker	Kent	New	Grant	\$850,000	\$600,000	\$12,330,000	\$4,790,315	121	81	105	\$56,611	-	Monitoring	5.52
	TI Automotive	04/09/15	Auburn Hills	Oakland	Expansion	Grant	\$185,000	\$185,000	\$7,033,133	\$0	36	36	36	\$110,000	-	Ended	3.54
	Atomic Object LLC	04/13/15	Grand Rapids	Kent	Expansion	Grant	\$189,000	\$189,000	\$2,942,700	\$429,272	25	26	25	\$75,273	-	Monitoring	5.68
	Sakthi Auto Group USA ¹⁴	04/28/15	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$3,500,000	\$31,865,000	\$0	350	367	622	\$35,000	-	Monitoring	6.51
	Terryberry Company	05/01/15	Grand Rapids	Kent	Expansion	Grant	\$140,000	\$140,000	\$2,650,000	\$3,108,160	53	30	-	-	-	Terminated	2.02
	Harloff Manufacturing Company	05/04/15	Paw Paw	Van Buren	Relocation	Grant	\$103,000	\$103,000	\$920,250	\$5,635,461	25	25	25	\$34,500	-	Ended	5.17
	Hearthside Food Solutions	05/06/15	Kentwood	Kent	Expansion	Grant	\$450,000	\$450,000	\$10,698,400	\$10,490,089	91	91	91	\$38,971	-	Ended	2.56
	Bmax USA	05/11/15	Pontiac	Oakland	New	Grant	\$250,000	\$0	\$1,348,900	\$250,000	26	-	2	\$77,500	-	Terminated	2.17
	Michigan Brand	06/04/15	Frankenmuth	Saginaw	Expansion	Grant	\$250,000	\$250,000	\$4,785,000	\$25,236	94	123	131	\$21,840	-	Ended	3.80
	HyCal Corp. ¹⁰	06/08/15	Gibraltar	Wayne	Expansion	Other	\$6,000,000	\$6,000,000	\$50,200,000	\$61,700,000	25	-	12	\$67,356	\$245,000	Monitoring	7.30
	Marada Industries Inc.	06/08/15	Lyon Township	Oakland	New	Grant	\$1,440,000	\$1,440,000	\$56,088,310	\$56,092,991	225	245	280	\$52,931	-	Monitoring	5.36
	Agape Plastics Inc.	06/19/15	Tallmadge Township	Ottawa	Expansion	Grant	\$300,000	\$300,000	\$14,715,000	\$14,971,896	54	54	62	\$36,947	-	Ended	4.85
	Magna Seating of America Inc.	06/19/15	Novi	Oakland	Expansion	Grant	\$984,000	\$0	\$65,191,000	\$0	164	-	-	-	-	Terminated	1.15
	Mico Industries	06/19/15	Kentwood	Kent	Expansion	Grant	\$215,000	\$215,000	\$8,186,955	\$4,219,796	50	51	51	\$35,000	-	Ended	4.93
	Spirit Airlines Inc.	06/23/15	Romulus	Wayne	New	Grant	\$1,000,000	\$1,000,000	\$31,710,000	\$35,407,430	84	99	99	\$47,206	-	Monitoring	4.39
ZF North America Inc. ¹⁰	06/23/15	Northville	Wayne	New	Grant	\$2,100,000	\$1,400,000	\$48,000,000	\$40,620,984	300	200	211	\$94,882	-	Monitoring	5.45	
Shepherd Caster Corporation	07/07/15	St Joseph	Berrien	Expansion	Grant	\$350,000	\$350,000	\$1,549,000	\$2,200,000	50	105	105	\$42,500	\$50,000	Ended	4.43	
Shift Digital ⁹	07/15/15	Birmingham	Oakland	Expansion	Grant	\$465,000	\$465,000	\$2,481,687	\$7,735,349	93	126	326	\$48,000	-	Monitoring	4.94	
Yapp USA Automotive Systems	07/28/15	Detroit	Wayne	New	Grant	\$1,300,000	\$0	\$26,900,000	\$0	162	-	-	-	-	Terminated	0.50	
CW Bearing USA Inc. ¹⁰	08/12/15	Northville Township	Wayne	New	Grant	\$225,000	\$225,000	\$24,900,000	\$8,351,640	50	35	55	\$32,120	\$128,562	Monitoring	4.91	
Hearthside Food Solutions	08/26/15	Kentwood	Kent	Expansion	Grant	\$300,000	\$300,000	\$15,678,894	\$18,197,533	66	73	102	\$39,325	-	Ended	3.28	
Magna Dexsys (Norplas) ¹²	08/26/15	Delta Township	Eaton	Expansion	Grant	\$640,000	\$640,000	\$10,555,252	\$30,680,345	192	193	40	\$34,515	-	Monitoring	3.93	
Coyote Logistics	09/01/15	Ann Arbor	Washtenaw	Expansion	Grant	\$320,000	\$320,000	\$990,800	\$799,327	80	80	80	\$50,808	-	Ended	4.81	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2015	Carhartt Inc.	09/22/15	Dearborn	Wayne	Expansion	Grant	\$625,000	\$625,000	\$19,340,000	\$20,346,088	100	127	147	\$85,000	-	Monitoring	5.89
	Neapco Drivelines LLC	09/22/15	Van Buren Township	Wayne	Expansion	Grant	\$1,450,000	\$1,450,000	\$57,700,000	\$96,975,252	167	171	249	\$47,582	-	Monitoring	5.64
	Valiant International Inc. ¹⁰	09/22/15	Auburn Hills	Oakland	Expansion	Grant	\$2,300,000	\$1,546,000	\$32,690,000	\$0	223	160	64	\$101,994	-	Monitoring	5.32
2016	Pro Services	10/12/15	Portage	Kalamazoo	Expansion	Grant	\$375,000	\$0	\$3,900,000	\$830,000	75	-	-	-	-	Terminated	2.44
	Byrne Electrical Specialists	10/13/15	Lakeview	Montcalm	Expansion	Grant	\$160,000	\$160,000	\$250,000	\$18,811,713	32	44	41	\$34,689	-	Ended	3.62
	Faurecia Automotive Seating LLC	10/15/15	Sterling Heights	Macomb	Expansion	Grant	\$350,000	\$0	\$8,006,800	\$0	90	-	-	-	-	Terminated	1.07
	Global Tooling Systems	10/21/15	Macomb Township	Macomb	Expansion	Grant	\$320,000	\$0	\$3,610,000	\$652,000	50	-	-	-	-	Terminated	4.29
	Notions Marketing Corporation	10/23/15	Grand Rapids	Kent	Expansion	Grant	\$800,000	\$0	\$33,000,000	\$0	250	-	-	-	-	Terminated	0.94
	Total Quality Logistics LLC	11/03/15	Cascade Township	Kent	New	Grant	\$200,000	\$200,000	\$839,000	\$762,176	50	52	52	\$36,317	-	Monitoring	5.04
	MMI Engineered Solutions Inc. ⁹	11/18/15	Saline	Washtenaw	Expansion	Grant	\$150,000	\$150,000	\$5,595,000	\$7,311,409	47	108	39	\$44,000	-	Monitoring	5.23
	Urban Science Applications Inc. ⁹	11/19/15	Detroit	Wayne	Expansion	Grant	\$444,000	\$444,000	\$2,084,105	\$0	80	80	31	\$60,300	-	Monitoring	5.43
	Hanson Systems LLC dba Eagle Technologies Group ¹³	11/20/15	St. Joseph	Berrien	Expansion	Grant	\$500,000	\$500,000	\$5,970,000	\$6,944,659	100	100	78	\$63,350	-	Repayment	4.70
	Rivian Automotive Inc.	11/24/15	Livonia	Wayne	Expansion	Grant	\$1,720,000	\$1,720,000	\$29,486,000	\$0	170	577	577	\$122,704	-	Ended	3.64
	Performance Fabricating LLC	11/30/15	Fenton	Genesee	New	Grant	\$150,000	\$150,000	\$9,052,942	\$20,000	52	90	142	\$56,309	-	Ended	4.17
	LHP Engineering Solutions	12/08/15	Pontiac	Oakland	Expansion	Grant	\$399,000	\$399,000	\$2,300,000	\$377,742	57	71	125	\$79,403	-	Ended	3.96
	Loc Performance Products Inc.	12/19/15	Plymouth	Wayne	Expansion	Grant	\$600,000	\$600,000	\$12,140,000	\$43,291,351	95	105	166	\$0	-	Ended	4.84
	SalesPad LLC	01/07/16	Grand Rapids	Kent	Expansion	Grant	\$364,000	\$0	\$3,850,000	\$0	91	-	-	-	-	Terminated	1.09
	Great Expressions Dental Center HQ	01/20/16	Southfield	Oakland	Expansion	Grant	\$300,000	\$300,000	\$2,550,000	\$1,151,115	84	149	149	\$45,068	-	Ended	3.83
	ThinkTech Inc.	01/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$500,000	\$500,000	\$5,750,000	\$8,741,662	75	88	80	\$118,874	-	Monitoring	5.30
	Magna Seating of America Inc.	01/29/16	Highland Park	Wayne	Expansion	Grant	\$740,000	\$740,000	\$5,989,000	\$16,565,000	148	148	155	\$47,981	-	Ended	3.04
	Disher Corp.	02/09/16	Ann Arbor	Washtenaw	Expansion	Grant	\$117,000	\$47,000	\$1,545,339	\$1,040,080	25	18	15	\$63,020	-	Repayment	4.59
	ROL USA Inc.	02/15/16	Holland	Allegan	Expansion	Grant	\$300,000	\$0	\$19,800,000	\$1,400,000	51	32	-	-	-	Terminated	3.93
	Swoboda	02/26/16	Kentwood	Kent	Expansion	Grant	\$200,000	\$0	\$15,129,000	\$1,500,000	37	-	-	-	-	Terminated	2.27
	Firstronic LLC	03/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$200,000	\$1,857,000	\$7,600,000	50	60	55	\$35,000	\$2,100,000	Monitoring	6.01
	Norma Group Americas	03/06/16	Auburn Hills	Oakland	Expansion	Grant	\$175,000	\$175,000	\$16,079,780	\$18,470,686	90	110	110	\$47,003	-	Ended	2.59
	Marquardt Switches Inc. ⁹	03/07/16	Rochester Hills	Oakland	Expansion	Grant	\$300,000	\$300,000	\$2,514,387	\$3,543,278	29	30	30	\$92,500	-	Monitoring	4.00
	ST USA Holding Corp. dba Sport Truck USA ¹⁰	03/08/16	Coldwater	Branch	Expansion	Grant	\$555,000	\$555,000	\$6,272,500	\$225,000	129	131	123	\$35,000	-	Monitoring	4.99
	Knight Logistics LLC	03/09/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$573,698	\$0	87	-	-	-	-	Terminated	0.56
	Stoneridge Inc.	03/22/16	Novi	Oakland	Expansion	Grant	\$1,400,000	\$1,078,000	\$5,150,700	\$6,288,260	140	100	106	\$141,875	-	Monitoring	7.18
	Duo Security ¹²	04/26/16	Ann Arbor	Washtenaw	Expansion	Grant	\$2,500,000	\$1,400,000	\$2,485,000	\$0	297	177	213	\$105,000	-	Monitoring	3.28
	iSourceWorldwide LLC ¹²	04/26/16	Flint	Genesee	Relocation	Grant; Loan	\$3,000,000	\$3,000,000	\$2,650,000	\$0	25	25	14	\$65,000	-	Monitoring	9.40
	Kraft Heinz Company	04/28/16	Holland	Ottawa	Expansion	Grant	\$500,000	\$500,000	\$17,200,000	\$0	50	57	58	\$34,525	-	Ended	2.13
	Schmitz Foam Products Inc.	04/29/16	Coldwater	Branch	New	Grant	\$200,000	\$0	\$9,140,000	\$4,383,494	39	-	-	-	-	Terminated	1.96
	Spiech Farms ¹⁴	04/29/16	Paw Paw	Van Buren	Expansion	Grant	\$220,000	\$160,000	\$1,052,200	\$0	55	43	50	\$36,000	-	Monitoring	4.93
	Eagle Film Extruders dba Pregis Films	05/03/16	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$300,000	\$17,120,721	\$0	50	50	50	\$45,000	-	Ended	4.35
Kent Quality Foods Inc. ⁹	05/03/16	Jamestown Township	Kent	Expansion	Grant	\$750,000	\$490,000	\$34,870,000	\$49,005,170	140	100	80	\$36,000	-	Monitoring	4.02	
Majestic Industries Inc. ⁹	05/03/16	Macomb Township	Macomb	Expansion	Grant	\$210,000	\$210,000	\$2,110,000	\$3,515,965	25	35	26	\$41,000	-	Monitoring	4.64	
Dornerworks Ltd.	05/04/16	Grand Rapids	Kent	Expansion	Grant	\$200,000	\$200,000	\$710,000	\$1,068,412	25	27	33	\$77,851	-	Monitoring	3.86	
Cosworth LLC	05/24/16	Shelby Township	Macomb	New	Loan	\$2,100,000	\$2,100,000	\$30,604,541	\$16,056,000	50	-	25	\$80,342	-	Terminated	3.32	
Flex-N-Gate Detroit LLC	05/24/16	Detroit	Wayne	Expansion	Grant	\$3,500,000	\$2,890,000	\$95,075,000	\$225,473,832	650	582	675	\$40,402	-	Monitoring	4.97	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

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FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/stage ⁷	Duration of economic assistance (years) ⁸
2016	OptiMed	05/25/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$0	\$1,228,750	\$760,833	77	-	7	\$48,000	-	Terminated	3.71
	Receptec Corp. dba Laird Technologies	05/25/16	Grand Blanc	Genesee	New	Grant	\$550,000	\$0	\$14,403,000	\$12,341,924	60	-		-	-	Terminated	3.07
	Tremec ⁹	05/25/16	Wixom	Oakland	New	Grant	\$731,500	\$731,500	\$53,737,500	\$42,834,241	133	133	103	\$88,021	-	Ended	3.88
	Unique Instruments Inc. dba Orchid Bridgeport	05/25/16	Bridgeport	Saginaw	Expansion	Grant	\$105,000	\$105,000	\$5,000,000	\$5,194,000	30	30	68	\$33,000	-	Ended	1.29
	Karma (Fisker Automotive Inc.)	05/26/16	Troy	Oakland	New	Grant	\$450,000	\$0	\$3,644,800	\$0	150	-		-	-	Terminated	0.84
	Shipston Aluminum Technologies International ¹²	05/29/16	Spring Lake Twp.	Ottawa	Expansion	Grant	\$260,000	\$260,000	\$9,974,000	\$0	114	25	19	\$91,000	-	Repayment	3.47
	Denso Manufacturing Michigan Inc.	06/08/16	Battle Creek	Calhoun	Expansion	Grant	\$686,500	\$686,500	\$37,289,000	\$0	125	130	456	\$36,707	-	Ended	0.98
	TecNiq ¹¹	06/10/16	Comstock Township	Kalamazoo	Expansion	Grant	\$540,000	\$337,500	\$5,930,819	\$7,598,170	120	81	81	\$54,714	\$2,500,000	Monitoring	4.02
	Logos Logistics Inc. ⁹	06/21/16	Romulus	Wayne	New	Grant	\$300,000	\$227,500	\$8,615,000	\$8,666,000	91	73	5	\$38,000	-	Monitoring	5.18
	FEV North America Inc.	06/28/16	Auburn Hills	Oakland	Expansion	Grant	\$1,200,000	\$0	\$27,350,000	\$14,502,185	246	-	53	\$54,166	-	Terminated	3.97
	JR Automation Technologies LLC ¹¹	06/28/16	Holland	Ottawa	Expansion	Grant	\$2,200,000	\$2,200,000	\$5,650,000	\$14,607,155	250	260	260	\$66,528	-	Ended	3.54
	Mitchell Plastics	06/28/16	Sterling Heights	Macomb	Expansion	Grant	\$427,000	\$427,000	\$20,565,000	\$0	122	141	141	\$46,300	-	Ended	2.76
	Daifuku North America Holding Company	07/12/16	Novi	Oakland	Relocation	Grant	\$700,000	\$700,000	\$15,150,000	\$14,275,000	85	92	125	\$50,755	-	Monitoring	4.40
	124 Grand Holdings dba Stikwood	07/15/16	Kentwood	Kent	Expansion	Grant	\$273,000	\$100,000	\$4,179,999	\$4,017,417	50	-	23	\$45,000	-	Monitoring	5.68
	National Composites LLC fka Owosso Composite LLC ⁹	07/21/16	Owosso	Shiawassee	Expansion	Grant	\$275,000	\$275,000	\$1,400,000	\$7,544,582	76	93	93	\$30,160	\$5,527,333	Ended	3.05
	C3 Ventures Flint LLC ¹³	07/26/16	Flint	Genesee	New	Grant; Loan	\$2,500,000	\$2,500,000	\$9,684,000	\$2,000,000	380	-	65	\$31,000	-	Repayment	2.93
	Engineered Machined Products Inc.	08/09/16	Escanaba	Delta	Expansion	Grant	\$250,000	\$250,000	\$3,667,000	\$0	40	52	28	\$44,600	-	Repayment	3.76
	Koops Inc.	08/15/16	Holland	Allegan	Expansion	Grant	\$720,000	\$360,000	\$4,888,000	\$5,695,388	120	65	74	\$60,800	-	Monitoring	9.68
	BorgWarner Inc. (HQ)	08/22/16	Auburn Hills	Oakland	Expansion	Grant	\$750,000	\$750,000	\$15,550,000	\$9,554,000	76	76	76	\$0	-	Ended	2.30
	GE Aviation Muskegon ¹⁵	08/23/16	Norton Shores	Muskegon	Expansion	Grant	\$800,000	\$800,000	\$14,481,000	\$15,080,673	100	106	207	\$33,825	-	Monitoring	4.18
	Inteva Products	08/23/16	Adrian	Lenawee	Expansion	Grant	\$1,270,000	\$1,270,000	\$23,300,000	\$32,782,411	77	127	127	\$27,040	-	Ended	3.64
	Chem-Trend Limited Partnership ¹²	08/26/16	Howell	Livingston	Expansion	Grant	\$250,000	\$250,000	\$7,686,000	\$8,612,038	25	26	26	\$104,696	-	Monitoring	3.80
	Martinrea Metal Industries Inc.	08/26/16	Auburn Hills	Oakland	Expansion	Grant	\$420,000	\$315,000	\$5,123,180	\$5,210,031	60	45	60	\$102,000	-	Monitoring	4.33
	Gemini Group Inc. ¹²	08/29/16	Bingham Township	Huron	Expansion	Grant	\$700,000	\$400,000	\$48,000,000	\$27,923,282	85	31	0	\$0	\$61,389	Monitoring	5.95
	Zhongding USA Cadillac dba Michigan Rubber	08/29/16	Cadillac	Wexford	Expansion	Grant	\$384,000	\$384,000	\$4,300,000	\$790,815	125	80	6	\$31,000	-	Repayment	3.40
	Oakwood Group	09/01/16	Taylor	Wayne	Expansion	Grant	\$200,000	\$200,000	\$5,211,500	\$3,976,740	50	146	146	\$28,503	-	Ended	2.69
	Yen Group LLC	09/08/16	Port Huron	St. Clair	Expansion	Grant	\$400,000	\$0	\$10,237,800	\$9,000,000	80	-		-	-	Terminated	1.88
	Royal Technologies Corp.	09/13/16	Jamestown Township	Ottawa	Expansion	Grant	\$400,000	\$0	\$33,678,000	\$0	66	-		-	-	Terminated	1.13
	Par Sterile Products LLC	09/15/16	Rochester	Oakland	Expansion	Grant	\$350,000	\$0	\$58,400,000	\$0	30	-		-	-	Terminated	0.92
	IP Consulting Inc.	09/19/16	Kentwood	Kent	Expansion	Grant	\$180,000	\$0	\$699,498	\$0	25	-		-	-	Terminated	1.58
	Coastal Automotive	09/20/16	Holland	Allegan	Expansion	Grant	\$436,000	\$0	\$6,489,848	\$0	110	-		-	-	Terminated	0.58
	AGC America Inc. ⁹	09/21/16	Farmington Hills	Oakland	Relocation	Grant	\$500,000	\$500,000	\$849,000	\$4,850,649	59	59	50	\$98,604	-	Monitoring	4.16
Oerlikon Metco USA Inc.	09/21/16	Plymouth	Wayne	New	Grant	\$600,000	\$600,000	\$49,700,000	\$30,589,733	67	90	90	\$58,730	-	Ended	2.71	
Fiat Chrysler Automobiles US LLC	09/27/16	Sterling Heights	Macomb	Expansion	Grant	\$4,560,000	\$4,560,000	\$1,486,441,000	\$2,019,542,837	700	700	700	\$35,360	-	Monitoring	3.78	
Flex-N-Gate Battle Creek LLC	09/29/16	Emmett Township	Calhoun	Expansion	Grant	\$250,000	\$250,000	\$22,300,000	\$15,506,243	59	73	73	\$44,314	-	Ended	2.49	
Key Safety Systems	09/29/16	Sterling Heights	Macomb	Expansion	Grant	\$200,000	\$0	\$1,000,000	\$2,000,000	50	-		-	-	Terminated	2.41	
2017	Vickers Engineering Inc.	10/10/16	New Troy	Berrien	Expansion	Grant	\$160,000	\$160,000	\$5,102,500	\$0	53	53	53	\$28,634	-	Ended	3.00
	Flex-N-Gate Shelby Twp. LLC	10/19/16	Shelby Township	Macomb	Expansion	Grant	\$900,000	\$900,000	\$11,007,240	\$9,850,000	242	254	254	\$78,000	-	Ended	3.24
	Lenderful LLC	10/19/16	Pontiac	Oakland	Expansion	Grant	\$100,000	\$100,000	\$1,750,000	\$1,653,862	25	25	25	\$100,000	-	Ended	2.91
	2nd Chance Wood	10/20/16	Durand	Shiawassee	New	Grant	\$250,000	\$0	\$2,500,000	\$9,700	52	-		-	-	Terminated	2.11

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

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FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
	Creative Foam Corp.	10/20/16	Mundy Township	Genesee	Expansion	Grant	\$125,000	\$125,000	\$6,805,500	\$0	110	6			-	Terminated	2.41
	Gestamp North America Inc.	10/25/16	Troy	Oakland	Expansion	Grant	\$400,000	\$0	\$700,000	\$800,000	60	-			-	Terminated	1.73
	Gestamp North America Inc. ⁹	10/25/16	Chelsea	Washtenaw	New	Grant	\$1,850,000	\$1,850,000	\$158,600,000	\$170,095,000	370	372	336	\$47,700	-	Monitoring	3.37
	ABB Inc.	10/27/16	Auburn Hills	Oakland	Expansion	Grant	\$250,000	\$0	\$9,135,000	\$7,000,000	40	-			-	Terminated	2.20
	SF Motors	10/28/16	Pittsfield Township	Washtenaw	Expansion	Grant	\$1,000,000	\$0	\$10,747,820	\$7,337,785	150	-			-	Terminated	1.33
	Humanetics Innovative Solutions Inc.	11/03/16	Farmington Hills	Oakland	Expansion	Grant	\$168,000	\$0	\$19,163,093	\$21,469	25	-			-	Terminated	2.30
	Zagg Inc. fka mophie LLC	11/08/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$375,000	\$375,000	\$685,000	\$0	65	113	113	\$37,254	-	Ended	3.37
	Sigma Machine Inc. ¹⁶	11/11/16	Kalamazoo	Kalamazoo	Expansion	Grant	\$300,000	\$300,000	\$27,800,000	\$2,054,869	50	50	17	\$33,000	-	Monitoring	5.08
	NxGen MDx LLC	11/14/16	Grand Rapids	Kent	Expansion	Grant	\$150,000	\$150,000	\$2,869,000	\$595,827	25	16	30	\$43,162	\$140,000	Monitoring	4.08
	Adient US LLC	11/22/16	Detroit	Wayne	Relocation	Grant	\$2,000,000	\$0	\$97,858,000	\$26,500,000	115	-			-	Terminated	2.46
	ArcelorMittal Tailored Blanks Americas Corp ⁹	11/22/16	Detroit	Wayne	New	Grant	\$2,000,000	\$2,000,000	\$83,508,166	\$77,230,014	120	120	84	\$65,675	\$14,400,000	Monitoring	5.41
	Dorel Home Furnishings Inc.	12/02/16	Dowagiac	Cass	Expansion	Grant	\$100,000	\$100,000	\$2,000,000	\$202,742	25	28	28	\$27,607	-	Ended	2.96
	CUP Acquisition LLC dba Custom Profile Inc.	12/12/16	Grand Rapids	Kent	Expansion	Grant	\$216,000	\$216,000	\$2,286,550	\$2,954,817	54	46			-	Terminated	1.55
	Nvint Services LLC dba Element Four	12/14/16	Kentwood	Kent	Expansion	Grant	\$175,000	\$0	\$364,000	\$311,098	25	-	3	\$51,167	-	Terminated	3.02
	Fuyao Automotive North America Inc.	12/15/16	Plymouth	Wayne	Expansion	Grant	\$1,000,000	\$0	\$66,300,000	\$0	533	-			-	Terminated	1.38
	Kerkstra Precast Inc.	12/15/16	Trenton	Wayne	Expansion	Grant	\$300,000	\$300,000	\$16,223,595	\$7,518,000	50	50	50	\$33,604	-	Ended	2.39
	SW—North America Inc. ⁹	12/15/16	Lyon Township	Oakland	Expansion	Grant	\$400,000	\$400,000	\$10,031,043	\$6,704,820	50	50	49	\$89,628	-	Monitoring	3.38
	Amazon	12/20/16	Livonia	Wayne	New	Grant	\$7,500,000	\$2,625,000	\$89,870,145	\$75,040,690	1,000	397	1,563	\$34,152	-	Monitoring	3.68
	Stryker Corporation World Headquarters	12/20/16	Portage	Kalamazoo	New	Grant	\$1,000,000	\$1,000,000	\$130,120,445	\$154,600,000	105	438	438	\$69,000	-	Ended	3.25
	Valeo North America Inc. ¹¹	12/27/16	Auburn Hills	Oakland	Expansion	Grant	\$480,000	\$480,000	\$4,968,266	\$0	290	205	224	\$49,000	-	Ended	2.92
	P.J. Wallbank Springs Incorporated ¹⁰	12/29/16	Port Huron	St. Clair	Expansion	Grant	\$257,350	\$128,675	\$803,000	\$3,556,332	50	34	42	\$52,831	-	Monitoring	3.87
	UACJ Automotive Whitehall Industries Inc.	01/05/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$640,000	\$640,000	\$28,850,000	\$25,008,000	128	128	128	\$3,500	\$1,780,000	Ended	3.09
	Kingfa	01/11/17	Canton	Oakland	Expansion	Grant	\$530,000	\$0	\$60,000,000	\$14,500,000	80	-	34	\$35,360	-	Terminated	2.96
	Poultry Management Systems Inc. ¹⁵	01/11/17	Vergennes Township	Kent	Expansion	Grant	\$175,000	\$0	\$2,008,000	\$0	27	-	11	\$75,000	-	Terminated	3.77
	Speedrack Products Group Ltd.	01/11/17	Litchfield	Hillsdale	Expansion	Grant	\$228,000	\$228,000	\$5,000,000	\$4,068,657	38	32	32	\$47,590	-	Terminated	2.00
	Yanfeng US Automotive Interior Systems I LLC	01/11/17	Novi	Oakland	Relocation	Grant	\$250,000	\$250,000	\$8,450,000	\$0	60	42	0	\$99,200	-	Repayment	3.67
	Macomb Smoked Meats LLC	01/23/17	Macomb	Macomb	Expansion	Grant	\$250,000	\$0	\$2,800,000	\$0	75	-			-	Terminated	1.16
	Martinrea Jonesville LLC	01/24/17	Jonesville	Hillsdale	Expansion	Grant	\$615,000	\$615,000	\$6,811,000	\$0	123	137	138	\$33,946	-	Ended	2.20
	Detroit Engineered Products Inc. ¹⁶	01/26/17	Troy	Oakland	Expansion	Grant	\$650,000	\$350,000	\$1,800,000	\$160,000	50	50	0	\$68,000	-	Monitoring	3.34
	Automotive Lighting LLC ¹²	01/30/17	Independence Twp.	Oakland	Expansion	Grant	\$2,000,000	\$1,800,000	\$35,000,000	\$16,878,361	362	238	268	\$43,680	-	Monitoring	3.74
	Huntington National Bank	01/31/17	Flint	Genesee	Expansion	Grant	\$450,000	\$450,000	\$5,395,000	\$6,884,545	60	128	128	\$33,939	-	Ended	1.84
	Santanna Tool & Design LLC ¹⁶	02/06/17	Warren	Macomb	Expansion	Grant	\$164,000	\$164,000	\$2,673,400	\$0	25	25	5	\$60,000	-	Monitoring	4.64
	Marsand Inc. dba California Closets ⁹	02/09/17	Grand Rapids	Kent	New	Grant	\$335,000	\$335,000	\$5,735,000	\$3,356,818	61	52	45	\$36,171	-	Monitoring	4.05
	AM General LLC	02/28/17	Auburn Hills	Oakland	Expansion	Grant	\$1,400,000	\$1,400,000	\$9,531,995	\$0	55	55	52	\$101,136	-	Ended	3.07
	Antolin Shelby Inc. ¹⁰	02/28/17	Shelby Township	Macomb	Expansion	Grant	\$5,364,000	\$5,364,000	\$63,700,000	\$60,755,973	640	664	664	\$39,442	-	Monitoring	3.13
	Credit Acceptance Corp. ¹⁰	02/28/17	Southfield	Oakland	Expansion	Grant	\$2,300,000	\$864,660	\$32,975,000	\$40,243,380	532	207	225	\$46,600	\$13,800,000	Monitoring	5.24
	Huron Incorporated ¹⁰	02/28/17	Worth Township	Sanilac	Expansion	Grant	\$1,400,000	\$193,350	\$12,919,599	\$11,567,375	181	35	38	\$26,790	-	Monitoring	4.64
	Siliconature Corporation	03/02/17	Gaines Township	Kent	New	Grant	\$286,000	\$0	\$19,739,000	\$19,080,188	26	-	24	\$50,986	-	Monitoring	5.05
	Lineage Logistics LLC	03/06/17	Novi	Oakland	Relocation	Grant	\$850,000	\$850,000	\$8,150,000	\$7,716,347	92	140	140	\$114,354	\$80,000	Monitoring	3.22
	HP Pelzer Automotive Systems Inc.	03/16/17	Port Huron	St. Clair	Expansion	Grant	\$496,000	\$496,000	\$13,487,525	\$10,357,428	124	134	136	\$36,000	-	Monitoring	3.52

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2017	Universal Tool Equipment and Controls Inc.	03/24/17	Sterling Heights	Macomb	New	Grant	\$100,000	\$100,000	\$4,590,000	\$4,329,862	25	27	27	\$57,160	-	Ended	3.11
	Fairlife LLC	03/28/17	Coopersville	Ottawa	Expansion	Grant	\$2,407,000	\$2,407,000	\$173,000,000	\$0	52	52	52	\$51,716	-	Monitoring	2.84
	Ford Motor Company	03/28/17	Flat Rock	Wayne	Expansion	Grant	\$10,000,000	\$0	\$1,214,000,000	\$194,852,022	650	-	122	\$40,106	-	Terminated	2.55
	Ford Motor Company	03/28/17	Romeo	Wayne	Expansion	Grant	\$2,000,000	\$0	\$1,000,000,000	\$694,113,944	100	-	51	\$50,000	-	Terminated	2.55
	RSM US LLP	03/31/17	Detroit	Wayne	Expansion	Grant	\$200,000	\$100,000	\$6,450,000	\$2,300,000	50	27	45	\$85,000	-	Monitoring	3.16
	Hi-Lex Controls Inc.	04/07/17	Litchfield	Hillsdale	Expansion	Grant	\$300,000	\$300,000	\$26,760,000	\$25,373,025	76	77	0	\$0	-	Monitoring	3.02
	Baker Industries Inc.	04/10/17	Macomb	Macomb	Expansion	Grant	\$150,000	\$150,000	\$5,430,000	\$89,966,069	25	25	36	\$54,340	-	Ended	1.21
	Attwood Corp. ¹¹	04/18/17	Lowell	Kent	Expansion	Grant	\$300,000	\$300,000	\$1,864,000	\$914,608	82	50	33	\$59,475	-	Ended	3.16
	DME Company LLC ¹¹	04/18/17	Greenville	Montcalm	Expansion	Grant	\$490,000	\$280,000	\$5,000,000	\$2,372,297	40	48	47	\$55,926	-	Monitoring	3.42
	AGS Automotive Systems Inc.	04/19/17	Sterling Heights	Macomb	Expansion	Grant	\$400,000	\$400,000	\$9,000,000	\$0	50	122	122	\$32,596	-	Ended	2.08
	Falcon Lakeside Manufacturing Company	04/19/17	Eau Claire	Berrien	Relocation	Grant	\$135,000	\$0	\$1,788,500	\$525,000	27	-	-	-	-	Terminated	2.05
	Sonoco Protective Solutions	04/19/17	Owosso	Shiawassee	Expansion	Grant	\$155,000	\$155,000	\$1,200,000	\$0	31	35	32	\$22,360	-	Ended	0.72
	Barracuda Networks ¹⁰	04/25/17	Ann Arbor	Washtenaw	Expansion	Grant	\$750,000	\$390,000	\$2,375,495	\$1,869,157	115	76	88	\$64,972	-	Monitoring	3.16
	US Farathane Port Huron LLC ⁹	04/25/17	Port Huron	St. Clair	Expansion	Grant	\$2,300,000	\$1,600,000	\$15,066,000	\$7,264,004	205	151	94	\$31,000	-	Monitoring	4.01
	USF Delta Tooling LLC ¹⁰	04/25/17	Auburn Hills	Oakland	Expansion	Grant	\$600,000	\$600,000	\$14,000,000	\$0	68	128	129	\$50,125	-	Monitoring	3.45
	Camel Energy Inc.	04/26/17	Pittsfield Township	Washtenaw	New	Grant	\$300,000	\$0	\$4,600,000	\$0	41	-	3	\$76,000	-	Terminated	2.79
	Conti Corp.	04/26/17	Bay City	Bay	Expansion	Grant	\$200,000	\$200,000	\$2,387,500	\$0	50	50	50	\$52,000	-	Ended	1.71
	Zoetis Inc.	05/08/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$360,000	\$64,500,000	\$60,437,104	60	45	87	\$65,000	-	Monitoring	5.06
	Gedia Michigan Inc.	05/10/17	Orion Township	Oakland	New	Grant	\$500,000	\$300,000	\$12,705,000	\$7,559,600	78	56	67	\$67,000	\$28,248,990	Monitoring	3.92
	A. Raymond Corporate North America Inc. ¹⁰	05/15/17	Rochester Hills	Oakland	Expansion	Grant	\$600,000	\$250,000	\$17,375,000	\$9,685,000	71	34	0	\$0	-	Monitoring	5.08
	Comau LLC	05/19/17	Southfield	Oakland	Expansion	Grant	\$400,000	\$0	\$1,515,992	\$0	200	-	53	\$64,336	-	Terminated	2.65
	Rugged Liner	06/05/17	Caledonia Township	Shiawassee	Expansion	Grant	\$235,727	\$235,727	\$9,200,000	\$10,510,072	35	60	60	\$29,120	-	Ended	2.37
	Kroger Co. ¹⁰	06/27/17	Chesterfield Twp.	Macomb	Expansion	Grant	\$2,078,000	\$1,650,000	\$24,911,584	\$0	377	350	352	\$37,787	-	Monitoring	2.36
	Veoneer US LLC ⁹	06/27/17	Southfield	Oakland	Expansion	Grant	\$1,347,395	\$0	\$22,900,080	\$30,799	199	-	35	\$0	-	Monitoring	4.10
	Navya	06/29/17	Saline	Washtenaw	New	Grant	\$217,500	\$217,500	\$4,005,000	\$795,644	50	16	20	\$61,275	-	Repayment	2.79
	Wright Plastic Products LLC	06/29/17	St. Clair	St. Clair	Expansion	Grant	\$160,000	\$160,000	\$5,800,000	\$1,434,669	40	27	27	\$21,320	-	Terminated	2.65
	Move Systems ⁹	07/14/17	Walker	Kent	Expansion	Grant	\$200,000	\$65,000	\$13,381,000	\$0	27	9	-	\$75,000	\$137,000	Monitoring	3.73
	eAgile Inc.	07/17/17	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$0	\$4,345,000	\$2,410,006	50	-	20	\$40,700	\$409,900	Monitoring	6.87
	J-Star Motion Corp.	07/26/17	Kent City	Kent	New	Grant	\$423,000	\$423,000	\$4,985,000	\$5,792,238	70	72	70	\$56,160	-	Monitoring	3.66
	Tenneco Automotive Operating Company Inc.	07/28/17	Northville	Wayne	New	Grant	\$750,000	\$0	\$23,100,000	\$5,914	95	-	-	-	-	Terminated	2.42
	KLO Acquisition LLC ¹⁴	08/01/17	Muskegon	Muskegon	Expansion	Grant	\$765,000	\$250,000	\$9,204,175	\$812,860	153	-	-	-	-	Monitoring	3.32
	Dart Container Corp.	08/03/17	Alaiedon Township	Ingham	Expansion	Grant	\$1,000,000	\$293,000	\$40,196,300	\$26,601,672	136	97	61	\$56,567	-	Terminated	2.22
Xcel Painting LLC ⁹	08/04/17	White Pigeon	St. Joseph	New	Grant	\$100,000	\$0	\$1,752,000	\$201,319	25	-	24	\$43,800	-	Monitoring	3.60	
Denso International America Inc.	08/07/17	Southfield	Oakland	Expansion	Grant	\$950,000	\$950,000	\$75,400,000	\$87,600,000	120	126	126	\$90,975	-	Ended	2.94	
Merrill Fabricators Inc.	08/07/17	Alma	Gratiot	Expansion	Grant	\$408,000	\$0	\$3,750,000	\$0	102	-	-	-	-	Terminated	1.54	
Flex-N-Gate Advanced Product Development LLC	08/14/17	Sterling Heights	Macomb	New	Grant	\$250,000	\$250,000	\$2,227,000	\$400,000	50	50	50	\$75,000	-	Ended	2.27	
Auto-Owners Insurance	08/16/17	Grand Rapids	Kent	Expansion	Grant	\$315,000	\$262,000	\$897,900	\$1,089,648	60	85	51	\$62,516	-	Monitoring	3.79	
Lear Corporation	08/22/17	Flint	Genesee	New	Grant	\$4,350,000	\$3,555,000	\$29,254,956	\$0	435	435	435	\$32,686	-	Monitoring	2.66	
LG Electronics USA LLC	08/22/17	Hazel Park	Oakland	New	Grant	\$1,500,000	\$1,500,000	\$6,188,000	\$24,033,686	150	151	150	\$85,081	-	Ended	1.70	
Penske Logistics	08/22/17	Romulus	Wayne	Expansion	Grant	\$2,500,000	\$2,170,000	\$98,564,506	\$17,573,654	403	362	440	\$36,068	-	Monitoring	3.97	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2017	Hanon Systems USA LLC ⁹	08/25/17	Novi	Oakland	Expansion	Grant	\$500,000	\$384,000	\$39,593,400	\$23,339,403	65	50	22	\$73,319	-	Monitoring	3.35
	Advantage Sales and Marketing LLC	08/30/17	Wyoming	Kent	Expansion	Grant	\$550,000	\$550,000	\$4,259,989	\$2,895,827	100	100	75	\$44,286	-	Monitoring	2.63
	Superior Extrusion Inc. ⁹	09/01/17	Forsyth Township	Marquette	Expansion	Grant	\$150,000	\$110,000	\$10,500,000	\$12,606,119	30	26	19	\$31,200	-	Monitoring	3.68
	Alten Technology USA ⁹	09/05/17	Troy	Oakland	Expansion	Grant	\$450,000	\$322,500	\$255,252	\$3,600	104	75	59	\$65,000	-	Monitoring	3.33
	Tri-Mer Corporation	09/06/17	Owosso	Shiawassee	Expansion	Grant	\$100,000	\$0	\$2,497,480	\$223,077	25	-	7	\$64,389	-	Terminated	2.92
	Duncan Aviation	09/22/17	Battle Creek	Calhoun	Expansion	Grant	\$150,000	\$0	\$2,935,000	\$829,851	50	-	21	\$53,600	-	Monitoring	5.52
	Amazon	09/26/17	Shelby Township	Macomb	New	Grant	\$4,500,000	\$0	\$40,000,000	\$36,638,239	1,025	-	1,446	\$33,582	-	Monitoring	3.34
	Newell Brands Inc. ¹⁰	09/26/17	Kalamazoo	Kalamazoo	Expansion	Grant	\$1,479,000	\$629,000	\$7,298,600	\$7,392,789	87	43	35	\$90,723	-	Monitoring	3.38
	XG Sciences Inc. ¹¹	09/28/17	Vevay Township	Ingham	Expansion	Grant	\$173,000	\$173,000	\$15,349,000	\$957,374	75	25	21	\$107,868	-	Repayment	2.88
2018	Saginaw Products Corp. dba Cignys ¹⁰	10/04/17	Saginaw	Saginaw	Expansion	Grant	\$200,000	\$156,000	\$6,000,000	\$0	50	45	16	\$37,602	-	Monitoring	2.81
	Litehouse Inc.	10/09/17	Lowell	Kent	Expansion	Grant	\$462,000	\$462,000	\$9,930,000	\$4,447,546	77	78	77	\$37,500	-	Ended	0.62
	Service Express Inc.	10/12/17	Kentwood	Kent	Expansion	Grant	\$450,000	\$450,000	\$3,109,458	\$276,728	75	75	152	\$59,583	-	Monitoring	3.36
	Tecomet Inc. ¹²	10/13/17	Lansing	Ingham	Expansion	Grant	\$640,000	\$200,000	\$14,515,000	\$0	160	51	5	\$40,000	-	Monitoring	3.25
	Axis Company LLC	10/25/17	Walker	Kent	Expansion	Grant	\$250,000	\$0	\$4,050,000	\$903,187	25	-	19	\$65,980	-	Monitoring	4.56
	ProAct Services	10/27/17	Pere Marquette Twp.	Mason	Expansion	Grant	\$225,000	\$0	\$18,600,000	\$0	30	-	-	-	-	Terminated	1.42
	ITS Partners LLC	11/02/17	Kentwood	Kent	Expansion	Grant	\$380,000	\$0	\$2,535,000	\$70,000	68	0	-	-	-	Terminated	2.63
	House of Flavors Inc.	11/07/17	Ludington	Mason	Expansion	Grant	\$240,000	\$200,000	\$1,500,000	\$4,205,898	30	25	29	\$30,000	-	Monitoring	3.88
	Mahindra USA Inc.	11/07/17	Auburn Hills	Oakland	Expansion	Grant	\$850,000	\$531,250	\$22,293,200	\$0	80	165	243	\$74,048	-	Monitoring	1.95
	Applied Dynamics International Inc.	11/16/17	Ann Arbor	Washtenaw	Expansion	Grant	\$650,000	\$0	\$437,000	\$15,000	100	-	-	-	-	Terminated	1.39
	VDL Steelweld Michigan LLC ⁹	11/20/17	Troy	Oakland	New	Grant	\$170,000	\$0	\$1,222,000	\$184,500	25	-	6	\$90,000	-	Monitoring	2.68
	Howmet Corp. dba Arconic ¹⁰	11/27/17	Whitehall	Muskegon	Expansion	Grant	\$400,000	\$0	\$10,560,000	\$10,002,511	38	-	38	\$45,760	-	Monitoring	1.99
	Cintas Corp. ¹¹	12/01/17	Delta Township	Eaton	Expansion	Grant	\$350,000	\$0	\$17,000,000	\$18,054,484	70	-	19	\$38,722	-	Monitoring	3.53
	Minghua USA Inc.	12/01/17	Troy	Oakland	Expansion	Grant	\$500,000	\$0	\$8,466,000	\$42,000	50	-	-	-	-	Terminated	1.07
	Zhongding USA Inc.	12/18/17	Northville	Wayne	New	Grant	\$650,000	\$0	\$6,900,000	\$0	80	-	-	-	-	Terminated	2.51
	American Haval Motor Technology ¹²	12/19/17	Farmington Hills	Oakland	New	Grant	\$1,500,000	\$250,000	\$3,510,000	\$1,210,833	150	25	19	\$131,601	-	Monitoring	4.68
	Carmeuse Lime and Stone ¹⁰	12/21/17	Rogers City	Presque Isle	Expansion	Grant	\$200,000	\$200,000	\$96,369,000	\$97,111,978	32	44	44	\$48,000	-	Monitoring	2.32
	Achates Power Inc. ⁹	01/04/18	Farmington Hills	Oakland	Expansion	Grant	\$200,000	\$0	\$791,081	\$147,000	25	-	-	-	-	Monitoring	3.60
	Tenneco Automotive	01/12/18	Marshall	Calhoun	Expansion	Grant	\$315,000	\$315,000	\$358,483	\$307,510	54	83	82	\$44,120	-	Ended	0.95
	Orotex Corp.	01/16/18	Novi	Oakland	Expansion	Grant	\$250,000	\$100,000	\$10,300,000	\$15,622,285	50	31	68	\$29,451	-	Monitoring	3.62
	Williams International Company LLC	01/23/18	Pontiac	Oakland	Expansion	Grant	\$4,000,000	\$2,000,000	\$304,500,000	\$213,413,311	400	217	289	\$69,140	-	Monitoring	5.30
	Echo Engineering and Production Supplies Inc. ⁹	02/12/18	Newport	Monroe	New	Grant	\$210,000	\$210,000	\$2,420,000	\$2,280,123	60	60	60	\$38,883	-	Monitoring	2.25
	Biewer Forest Management LLC	02/21/18	McBain	Missaukee	Expansion	Grant	\$170,000	\$170,000	\$31,026,000	\$30,806,664	17	20	20	\$26,978	-	Ended	1.26
	Amazon	02/27/18	Romulus	Wayne	Expansion	Grant	\$5,000,000	\$0	\$140,000,000	\$173,322,252	1,600	-	3,393	\$34,027	-	Monitoring	3.68
	Jedco Inc. ⁹	02/27/18	Grand Rapids	Kent	Expansion	Grant	\$215,000	\$141,000	\$9,295,000	\$6,904,003	39	45	58	\$62,140	\$840,467	Monitoring	3.18
	Agropur	03/01/18	Wyoming	Kent	Expansion	Grant	\$434,000	\$385,000	\$21,347,650	\$9,908,834	62	55	62	\$49,600	-	Monitoring	2.62
Unique Instruments Inc. dba Orchid Bridgeport ⁹	03/07/18	Bridgeport	Saginaw	Expansion	Grant	\$472,500	\$472,500	\$27,455,000	\$52,900,000	135	135	136	\$45,600	-	Monitoring	2.22	
Parker Hannifin Corp. ⁹	03/08/18	Lakeview	Montcalm	Expansion	Grant	\$250,000	\$250,000	\$5,100,000	\$4,761,570	46	55	51	\$40,166	-	Monitoring	1.76	
Greenville Venture Partners LLC	03/14/18	Greenville	Montcalm	New	Grant	\$412,500	\$412,500	\$57,952,000	\$0	33	41	41	\$46,592	-	Ended	1.50	
Esys Automation	03/16/18	Auburn Hills	Oakland	New	Grant	\$832,000	\$200,000	\$15,873,823	\$5,241,583	104	50	64	\$62,000	-	Monitoring	4.22	
Infineon Technologies Corp.	03/23/18	Livonia	Wayne	Expansion	Grant	\$200,000	\$136,000	\$1,550,000	\$1,034,207	25	21	34	\$87,032	-	Monitoring	3.15	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2018	Kember Flooring Inc.	03/23/18	Beaverton	Gladwin	Expansion	Grant	\$200,000	\$200,000	\$5,000,000	\$186,682	25	-	26	\$27,050	\$50,000	Monitoring	2.58
	Wabco North America LLC	03/23/18	Auburn Hills	Oakland	Expansion	Grant	\$375,000	\$215,500	\$19,752,000	\$1,921,684	87	63	71	\$85,000	-	Monitoring	3.22
	Nexient	03/27/18	Ann Arbor	Washtenaw	Expansion	Grant	\$1,500,000	\$750,000	\$4,173,900	\$13,128,771	300	150	253	\$76,474	-	Monitoring	3.21
	Saint-Gobain Performance Plastics Corp.	04/04/18	Beaverton	Gladwin	Expansion	Grant	\$396,000	\$396,000	\$10,640,000	\$24,184,174	66	77	74	\$43,004	-	Monitoring	3.13
	Manthei Inc.	04/11/18	Resort Township	Emmet	Expansion	Grant	\$280,000	\$280,000	\$9,100,000	\$8,667,907	35	39	39	\$37,555	-	Ended	2.19
	Open Dealer Exchange LLC	04/19/18	Farmington Hills	Oakland	Expansion	Grant	\$350,000	\$245,000	\$3,908,000	\$2,737,625	50	35	51	\$66,296	-	Monitoring	3.18
	Plastic Trim International Inc. ¹⁰	04/24/18	Baldwin Township	Lake	Expansion	Grant	\$1,575,000	\$0	\$16,100,000	\$10,610,902	210	-	30	\$41,000	-	Monitoring	5.65
	SMFS Inc. dba GRIMM	04/24/18	Grand Rapids	Kent	Expansion	Grant	\$216,000	\$0	\$621,312	\$45,000	27	-	1	\$85,000	-	Terminated	2.03
	PlaneWave Instruments	04/27/18	Adrian	Lenawee	New	Grant	\$400,000	\$269,871	\$9,470,000	\$1,134,356	54	25	25	\$48,150	\$703,820	Monitoring	2.80
	HNTB Corp.	05/07/18	Detroit	Wayne	Expansion	Grant	\$112,000	\$0	\$483,000	\$266,823	28	-	38	\$81,720	-	Monitoring	3.32
	Syncreon America Inc.	05/09/18	Monroe	Monroe	Expansion	Grant	\$430,000	\$430,000	\$300,000	\$0	100	112	112	\$54,727	-	Monitoring	1.65
	Almond Products ⁹	05/10/18	Spring Lake Twp.	Ottawa	Expansion	Grant	\$850,000	\$141,000	\$5,300,000	\$500,000	72	19	19	\$35,000	\$1,200,000	Monitoring	3.61
	Midland Credit Management ⁹	05/11/18	Troy	Oakland	Expansion	Grant	\$450,000	\$165,000	\$2,200,000	\$0	150	118	166	\$33,217	-	Monitoring	3.51
	Bordrin Motor Corp.	05/14/18	Oak Park	Oakland	New	Grant	\$400,000	\$0	\$3,458,085	\$1,964,865	50	-	23	\$101,869	-	Terminated	2.04
	Ventra Ionia Main LLC	05/17/18	Ionia	Ionia	Expansion	Grant	\$600,000	\$600,000	\$4,850,000	\$4,872,061	109	109	125	\$30,000	-	Monitoring	2.27
	Repair Center LLC dba Tech Defenders ¹⁵	05/29/18	Grand Rapids	Kent	Expansion	Grant	\$172,500	\$0	\$2,707,000	\$1,400,000	115	-	-	33280	-	Terminated	2.28
	Midwest Glass Fabricators Inc. ¹⁰	05/30/18	Highland Township	Oakland	Expansion	Grant	\$186,000	\$0	\$4,700,000	\$270,000	62	-	45	\$31,200	-	Monitoring	3.35
	Stone Fox Ventures LLC ¹⁰	05/30/18	Grand Rapids	Kent	Relocation	Grant	\$400,000	\$0	\$3,760,000	\$0	52	-	20	\$37,000	-	Monitoring	2.45
	International Wheel & Tire ⁹	06/05/18	Farmington Hills	Oakland	Expansion	Grant	\$270,000	\$180,000	\$4,275,000	\$115,000	30	20	18	\$95,000	\$753,700	Monitoring	3.01
	Howmet Corp. dba Arconic	06/07/18	Whitehall	Muskegon	Expansion	Grant	\$495,000	\$0	\$104,000,000	\$74,062,039	45	-	-	-	-	Monitoring	1.75
	Actia Corporation ¹⁶	06/13/18	Romulus	Wayne	New	Grant	\$750,000	\$248,300	\$18,500,000	\$13,972,463	151	50	37	\$53,900	-	Monitoring	3.52
	Guangzhou Automobile Group Co. Ltd	06/19/18	Farmington Hills	Oakland	New	Grant	\$500,000	\$0	\$4,453,000	\$4,916,555	62	-	20	\$155,000	-	Terminated	2.04
	Home Point Financial Corp.	06/22/18	Ann Arbor	Washtenaw	Expansion	Grant	\$360,000	\$180,000	\$4,050,000	\$4,175,056	50	41	58	\$71,827	-	Monitoring	3.02
	Loc Performance Products Inc. ⁹	06/26/18	Plymouth	Wayne	Expansion	Grant	\$7,000,000	\$1,680,000	\$71,500,000	\$9,680,994	700	142	70	\$48,512	-	Monitoring	5.65
	Stryker Corporation Medical Division	06/26/18	Portage	Kalamazoo	Expansion	Grant	\$2,600,000	\$300,000	\$109,785,357	\$40,245,387	260	30	54	\$40,025	\$9,114,858	Monitoring	8.49
	JR Automation Technologies LLC ⁹	06/28/18	Holland Township	Ottawa	Expansion	Grant	\$800,000	\$400,000	\$4,000,000	\$0	100	55	20	\$65,528	-	Monitoring	1.38
	Quality Roasting	06/29/18	Caro	Tuscola	New	Grant	\$80,000	\$0	\$10,000,000	\$0	15	-	7	\$40,000	\$10,000,000	Monitoring	2.33
	Sequris Group LLC	06/29/18	Plymouth	Wayne	Expansion	Grant	\$500,000	\$186,567	\$5,580,000	\$0	67	25	25	\$43,798	-	Monitoring	4.42
	Amphenol-Borisch Technologies ⁹	07/11/18	Kentwood	Kent	Expansion	Grant	\$410,000	\$250,000	\$3,700,000	\$2,372,292	82	54	53	\$51,302	-	Monitoring	3.23
	Medbio Inc. ¹⁰	07/11/18	Cascade Township	Kent	Expansion	Grant	\$180,000	\$54,419	\$3,526,000	\$4,020,000	43	23	59	\$53,000	-	Monitoring	3.32
	Trillium Inc. ¹³	07/16/18	Ann Arbor	Washtenaw	New	Grant	\$207,500	\$39,500	\$239,500	\$0	25	4	-	-	-	Monitoring	5.14
	Michigan Metal Coatings Company ⁹	07/17/18	Port Huron	St. Clair	Expansion	Grant	\$200,000	\$121,950	\$11,000,000	\$13,000,000	41	25	20	\$28,000	-	Monitoring	3.26
Nachi Robotic Systems Inc.	07/17/18	Novi	Oakland	Expansion	Grant	\$360,000	\$0	\$12,067,773	\$0	36	-	5	\$70,600	-	Terminated	1.81	
Fanuc Robotics America Corp.	07/19/18	Auburn Hills	Oakland	New	Grant	\$1,000,000	\$0	\$51,060,000	\$217,411	100	-	20	\$65,000	-	Monitoring	4.70	
Morley Companies Inc. ⁹	07/24/18	Saginaw	Saginaw	New	Grant	\$2,000,000	\$1,333,000	\$5,175,000	\$0	525	350	85	\$28,000	-	Monitoring	2.82	
Pfizer Inc.	07/24/18	Portage	Kalamazoo	New	Grant	\$1,000,000	\$330,000	\$465,000,000	\$9,944,498	450	160	466	\$77,555	-	Monitoring	5.91	
Sapa Transmission Inc. ¹⁰	07/24/18	Shelby Township	Macomb	New	Grant	\$2,676,000	\$0	\$40,100,000	\$6,705,715	223	-	4	\$101,245	-	Monitoring	6.32	
ABC Acquisition Company dba Aetna Bearing Co. ⁹	07/26/18	Livonia	Wayne	New	Grant	\$385,000	\$226,875	\$1,670,000	\$2,527,930	56	25	27	\$30,000	-	Monitoring	3.78	
Motion Dynamics Corporation ⁹	08/08/18	Fruitport Township	Muskegon	Expansion	Grant	\$530,000	\$165,000	\$3,750,000	\$2,299,283	80	25	22	\$27,551	-	Monitoring	3.32	
Dennis Group ¹¹	08/17/18	Battle Creek	Calhoun	New	Grant	\$500,000	\$0	\$621,000	\$50,000	65	-	25	\$87,256	-	Monitoring	4.73	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/ stage ⁷	Duration of economic assistance (years) ⁸
2018	Location Services ⁹	08/20/18	Ann Arbor	Washtenaw	New	Grant	\$500,000	\$353,700	\$1,152,500	\$0	106	79	62	\$50,296	\$5,793,261	Monitoring	3.05
	Drake Enterprises Inc. ⁹	08/21/18	Clinton Township	Macomb	Expansion	Grant	\$750,000	\$0	\$18,970,000	\$6,528,288	125	-	0	\$0	-	Monitoring	5.24
	Alps Electric Inc.	08/23/18	Auburn Hills	Oakland	New	Grant	\$650,000	\$0	\$5,100,000	\$5,100,000	100	-	84	\$95,979	-	Terminated	1.53
	Michigan Milk Producers Association ⁹	08/28/18	Constantine	St. Joseph	Expansion	Grant	\$122,000	\$66,000	\$24,000,000	\$29,890,339	11	6	-	\$35,422	-	Monitoring	3.07
	Subaru Research and Development	08/28/18	Van Buren Township	Wayne	New	Grant	\$1,500,000	\$0	\$48,175,900	\$14,333,497	101	-	-	-	-	Terminated	1.56
	Tooling Technologies Group LLC ¹⁵	08/29/18	Macomb	Macomb	New	Grant	\$750,000	\$0	\$19,875,000	\$0	100	-	-	-	-	Terminated	1.72
	Configit Inc. ¹¹	08/30/18	Southfield	Oakland	New	Grant	\$365,000	\$0	\$803,000	\$88,400	51	-	5	\$103,000	-	Monitoring	1.92
	Kostal Kontakt Systeme Inc. ⁹	08/30/18	Rochester Hills	Oakland	New	Grant	\$320,000	\$0	\$57,844,000	\$0	32	-	0	\$0	-	Monitoring	5.00
	Envisics LLC	09/05/18	Troy	Oakland	New	Grant	\$100,000	\$0	\$768,000	\$0	12	-	-	-	-	Terminated	0.87
	Kalamazoo Outdoor Gourmet	09/07/18	Comstock Township	Kalamazoo	Expansion	Grant	\$200,000	\$0	\$3,130,000	\$2,840,478	31	-	3	\$44,733	-	Monitoring	4.98
	Piston Automotive	09/10/18	Van Buren Township	Wayne	Expansion	Grant	\$590,000	\$125,000	\$16,737,999	\$17,065,000	118	30	53	\$30,903	-	Monitoring	3.72
	AGS Automotive Systems Inc. ⁹	09/12/18	Sterling Heights	Macomb	Expansion	Grant	\$950,000	\$950,000	\$5,000,000	\$7,815,716	100	100	82	\$34,905	-	Monitoring	1.55
	Radiant Solutions	09/14/18	Ypsilanti	Washtenaw	New	Grant	\$350,000	\$200,000	\$15,691,728	\$35,900	42	30	10	\$90,280	-	Monitoring	3.98
	Medline	09/18/18	Romulus	Wayne	New	Grant	\$250,000	\$83,000	\$5,928,224	\$3,950,112	75	79	119	\$37,282	-	Monitoring	3.28
	Magna Mirrors of America Inc.	09/19/18	Newaygo	Newaygo	Expansion	Grant	\$448,000	\$186,000	\$45,066,251	\$8,832,068	48	21	23	\$40,309	-	Monitoring	3.26
	Healthmark Industries	09/26/18	Fraser	Macomb	New	Grant	\$1,000,000	\$287,000	\$12,000,000	\$7,567,213	139	40	40	\$46,316	\$6,199,039	Monitoring	4.48
Arcanum Alloys ¹⁵	09/28/18	Kentwood	Kent	Relocation	Grant	\$162,500	\$0	\$693,000	\$6,000,000	25	-	18	\$102,000	-	Terminated	2.25	
Feyen Zylstra ¹¹	09/28/18	Grand Rapids	Kent	Expansion	Grant	\$570,000	\$0	\$6,095,000	\$0	100	-	-	-	-	Terminated	0.81	
West Michigan Compounding LLC ⁹	09/28/18	Greenville	Montcalm	Expansion	Grant	\$150,000	\$50,000	\$6,000,000	\$0	33	11	1	\$31,200	-	Monitoring	3.04	
2019	DealerOn	10/01/18	Grand Rapids	Kent	Expansion	Grant	\$300,000	\$168,000	\$1,662,583	\$356,505	44	26	28	\$52,413	-	Monitoring	3.17
	Grand River Aseptic Manufacturing Inc.	10/05/18	Grand Rapids	Kent	Expansion	Grant	\$1,000,000	\$420,000	\$48,000,000	\$57,831,668	107	45	61	\$62,239	-	Monitoring	5.56
	Performance Fabrics Inc. dba HexArmor	10/05/18	Grand Rapids	Kent	Expansion	Grant	\$350,000	\$70,000	\$8,750,000	\$11,087,731	50	17	21	\$36,040	-	Monitoring	3.17
	Pacific Industrial Development Corp.	10/15/18	Pittsfield Township	Washtenaw	Expansion	Grant	\$400,000	\$0	\$17,200,000	\$834,065	50	-	6	\$56,833	-	Monitoring	6.27
	Sugar Free Specialties LLC dba Dr. John's Healthy Sweets	10/17/18	Comstock Park	Kent	Expansion	Grant	\$250,000	\$0	\$2,309,000	\$0	50	-	10	\$25,000	-	Monitoring	2.53
	Coyote Logistics LLC	10/23/18	Detroit	Wayne	Expansion	Grant	\$1,500,000	\$0	\$3,600,000	\$935,000	300	-	70	\$31,126	-	Monitoring	3.66
	Schupan and Sons Inc. ⁹	10/23/18	Kalamazoo	Kalamazoo	Expansion	Grant	\$500,000	\$185,000	\$10,120,000	\$5,379,806	80	30	0	\$0	\$1,739,804	Monitoring	3.41
	Truck-Lite	10/23/18	Southfield	Oakland	Relocation	Grant	\$855,000	\$0	\$4,000,000	\$7,642,264	95	-	30	\$125,000	-	Monitoring	4.93
	Andronaco Industries	11/05/18	Kentwood	Kent	Expansion	Grant	\$320,000	\$0	\$3,300,000	\$2,267,000	64	-	8	\$37,500	-	Monitoring	3.73
	Drive System Design Inc. ⁹	11/19/18	Farmington Hills	Oakland	Expansion	Grant	\$175,000	\$35,000	\$1,700,000	\$726,463	25	5	4	\$97,000	-	Monitoring	3.28
	Sherloq Revenue Solutions ¹⁵	11/26/18	Traverse City (Elmwood Township)	Leelanau	Expansion	Grant	\$980,000	\$0	\$5,125,000	\$134,439	210	-	-	-	-	Terminated	1.81
	Gallagher-Kaiser Corp.	11/27/18	Hamtramck	Wayne	Expansion	Grant	\$3,200,000	\$1,435,000	\$9,270,000	\$11,368,053	300	140	172	\$48,680	-	Monitoring	3.32
	Samsung SDI America ¹¹	11/27/18	Auburn Hills	Oakland	Expansion	Grant	\$10,000,000	\$4,000,000	\$62,772,674	\$24,365,634	461	-	74	\$66,800	\$2,413,725	Monitoring	7.14
	Spartan Michigan LLC	11/27/18	St. Johns	Clinton	New	Grant	\$2,000,000	\$216,450	\$425,000,000	\$271,018,250	231	28	194	\$55,463	\$390,187,395	Monitoring	4.58
	Technosoft Corp.	11/30/18	Southfield	Oakland	Expansion	Grant	\$800,000	\$265,000	\$878,000	\$25,263	104	82	37	\$107,000	-	Monitoring	3.24
	Allegiant Air	12/07/18	Cascade Township	Kent	New	Grant	\$200,000	\$200,000	\$42,835,000	\$35,163,627	11	14	68	\$67,668	-	Ended	0.95
Shannon Precision Fastener LLC	12/10/18	Holly	Oakland	Expansion	Grant	\$700,000	\$0	\$34,500,000	\$164,000	100	-	-	-	-	Monitoring	6.61	
DeWys Manufacturing	12/13/18	Wright Township	Ottawa	Expansion	Grant	\$267,000	\$198,000	\$6,995,000	\$700,410	41	30	30	\$33,880	-	Monitoring	3.78	
Dongguan Wellmei Mold Manufacturing Co. Ltd. ⁹	12/14/18	Troy	Oakland	Expansion	Grant	\$355,000	\$0	\$10,878,000	\$0	71	-	2	\$80,000	-	Monitoring	5.25	
Cooper-Standard Automotive ¹⁰	12/18/18	Northville Township	Wayne	Expansion	Grant	\$1,300,000	\$0	\$15,265,328	\$0	130	-	-	-	-	Monitoring	5.25	
My Locker	12/18/18	Detroit	Wayne	Expansion	Grant	\$2,500,000	\$0	\$18,064,375	\$5,470,000	452	-	204	\$25,000	-	Monitoring	3.53	

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/stage ⁷	Duration of economic assistance (years) ⁸
2019	Waupaca Foundry	12/18/18	Ironwood	Gogebic	Expansion	Grant	\$1,200,000	\$491,800	\$4,300,000	\$3,502,711	61	25	29	\$34,700	-	Monitoring	3.40
	Cayman Chemical ⁹	01/07/19	Ann Arbor	Washtenaw	Expansion	Grant	\$720,000	\$225,000	\$10,040,000	\$2,373,623	80	30	22	\$53,806	\$3,000,000	Monitoring	5.36
	American Mitsuba Corp. ⁹	01/11/19	Mt. Pleasant	Isabella	Expansion	Grant	\$360,000	\$0	\$13,507,000	\$4,609,399	45	-	-	-	-	Monitoring	3.99
	Emabond Solutions	01/11/19	Auburn Hills	Oakland	Relocation	Grant	\$153,000	\$0	\$842,000	\$829,121	25	-	12	\$70,000	-	Monitoring	5.17
	Amazon ¹⁰	01/22/19	Gaines Township	Kent	Expansion	Grant	\$4,000,000	\$0	\$150,000,000	\$172,861,523	1,000	-	2,596	\$33,674	-	Monitoring	3.10
	Waymo	01/22/19	Detroit	Wayne	Expansion	Grant	\$8,000,000	\$2,000,000	\$13,600,000	\$2,315,750	100	22	24	\$154,690	-	Monitoring	5.51
	Bissell Inc. ¹⁰	01/24/19	Walker	Kent	New	Grant	\$500,000	\$0	\$10,000,000	\$0	100	-	80	\$67,048	-	Monitoring	2.80
	Miniature Custom Manufacturing	02/20/19	Vicksburg	Kalamazoo	New	Grant	\$175,000	\$0	\$3,000,000	\$561,788	37	-	25	\$31,200	-	Monitoring	3.07
	RPM Freight Systems LLC ⁹	02/26/19	Royal Oak	Oakland	Expansion	Grant	\$3,750,000	\$472,500	\$4,911,180	\$0	500	63	33	\$75,000	\$2,600,000	Monitoring	5.02
	US Roof LLC ¹⁰	02/26/19	Auburn Hills	Oakland	Expansion	Grant	\$3,340,000	\$0	\$13,885,000	\$0	334	41	21	\$24,000	-	Monitoring	5.26
	MAHLE Engine Components USA	03/04/19	St. Johns	Clinton	Expansion	Grant	\$186,000	\$0	\$2,910,000	\$0	25	-	-	-	-	Terminated	1.13
	Concord Tool & Manufacturing Inc.	03/08/19	Mount Clemens	Macomb	Expansion	Grant	\$300,000	\$200,000	\$8,810,000	\$2,051,000	75	74	135	\$39,500	\$2,135,575	Monitoring	1.47
	Erae AMS Co. Ltd. ¹⁰	03/08/19	Pontiac	Oakland	New	Grant	\$685,000	\$0	\$17,050,000	\$12,442,233	137	-	65	\$47,264	-	Monitoring	3.55
	Ventra Evert LLC	03/08/19	Evert	Osceola	Expansion	Grant	\$350,000	\$350,000	\$3,750,000	\$0	50	50	50	\$35,000	-	Monitoring	0.76
	Forman Glass	04/18/19	Comstock Township	Kalamazoo	Relocation of existing	Grant	\$100,000	\$0	\$1,925,000	\$1,950,000	20	9	10	\$49,825	-	Monitoring	3.88
	VDA Labs	04/22/19	Grand Rapids	Kent	Expansion	Grant	\$75,000	\$0	\$300,000	\$100,000	25	-	5	\$80,000	-	Monitoring	2.53
	Fiat Chrysler Automobiles US LLC	05/21/19	Detroit	Wayne	Expansion	Grant	\$10,000,000	\$0	\$1,614,059,000	\$1,540,000,000	3,850	-	778	\$54,231	-	Monitoring	2.50
	Multimatic Engineering	05/30/19	Novi	Oakland	Expansion	Grant	\$603,500	\$0	\$7,870,023	\$7,594,831	50	-	12	\$91,266	-	Monitoring	5.64
	Atlas Holdings	06/24/19	Muskegon	Muskegon	Expansion	Grant	\$200,000	\$200,000	\$15,000,000	\$13,657,000	38	38	38	\$59,336	-	Monitoring	1.59
	Akasol Inc.	06/25/19	Hazel Park	Oakland	New	Grant	\$2,240,000	\$0	\$40,380,000	\$5,025,000	224	-	8	\$68,178	-	Monitoring	5.73
	KLA Corp.	06/25/19	Ann Arbor	Washtenaw	New	Grant	\$2,500,000	\$500,000	\$217,830,000	\$91,700,000	250	153	168	\$103,159	-	Monitoring	1.77
	LLamasoft Inc.	06/27/19	Ann Arbor	Washtenaw	Expansion	Grant	\$515,790	\$0	\$10,700,000	\$0	70	-	-	-	-	Terminated	0.69
	Production Tool Supply Company ⁹	07/09/19	Novi	Oakland	New	Grant	\$1,000,000	\$0	\$69,737,750	\$0	85	-	-	-	-	Monitoring	6.04
	Bluewater Technologies Group Inc. ⁹	07/16/19	Novi	Oakland	Expansion	Grant	\$300,000	\$0	\$34,616,330	\$0	81	-	-	-	-	Monitoring	3.76
	Great Lakes Fusion ¹⁰	07/23/19	Durand	Shiawassee	Expansion	Grant	\$250,000	\$0	\$2,650,000	\$0	40	-	-	-	-	Monitoring	2.17
	Knauf Insulation ⁹	07/23/19	Albion	Calhoun	Expansion	Grant	\$204,000	\$0	\$32,485,000	\$7,770,264	34	-	-	-	-	Monitoring	2.52
	R & E Automated Systems ⁹	07/24/19	Port Huron	St. Clair	New	Grant	\$750,000	\$0	\$14,475,000	\$0	176	-	95	\$72,000	-	Monitoring	3.91
	Beet Analytics Technology	08/28/19	Plymouth	Wayne	Expansion	Grant	\$384,000	\$0	\$1,303,000	\$60,000	48	-	12	\$100,000	-	Monitoring	4.39
	R2 Space	09/10/19	Ann Arbor	Washtenaw	New	Grant	\$250,000	\$0	\$1,396,000	\$1,057,570	30	-	30	\$120,000	\$1,057,570	Monitoring	3.40
	Arlington Industries ¹¹	09/11/19	Romeo	Macomb	New	Grant	\$320,000	\$0	\$4,595,000	\$50,000	50	-	1	\$150,000	-	Monitoring	2.94
MMI Engineered Solutions Inc. ⁹	09/11/19	Warren	Macomb	Expansion	Grant	\$580,000	\$0	\$14,979,000	\$0	111	-	-	-	\$5,679,264	Monitoring	4.71	
Michigan Software Labs	09/19/19	Ada	Kent	Expansion	Grant	\$108,000	\$0	\$840,535	\$0	27	-	8	\$66,280	\$383,200	Monitoring	2.62	
Acrisure	09/24/19	Grand Rapids	Kent	Relocation of existing	Grant	\$1,000,000	\$0	\$33,187,237	\$2,733,937	400	-	107	\$50,323	-	Monitoring	4.33	
Covenant Eyes Inc.	09/24/19	Owosso	Shiawassee	Expansion	Grant	\$187,500	\$0	\$1,960,000	\$0	25	-	15	\$50,140	-	Monitoring	2.06	
Faurecia Automotive Seating LLC ⁹	09/24/19	Highland Park	Wayne	New	Grant	\$2,000,000	\$0	\$10,733,343	\$0	500	-	-	-	-	Monitoring	4.50	
2020	Shunli Steel Group	10/03/19	Monroe	Monroe	New	Grant	\$1,000,000	\$0	\$119,300,000	\$10,450,459	110	-	26	\$42,455	\$125,125	Monitoring	5.58
	BizStream ⁹	10/15/19	Allendale	Ottawa	Expansion	Grant	\$60,000	\$0	\$500,000	\$0	12	-	-	-	-	Monitoring	2.60
	Great Lakes Sound and Vibration	10/16/19	Calumet	Houghton	Expansion	Grant	\$144,000	\$0	\$1,475,000	\$2,265,396	20	-	13	\$48,214	\$553,765	Monitoring	4.98
	Alumilite Corp.	10/18/19	Galesburg	Kalamazoo	Relocation of existing	Grant	\$112,000	\$112,000	\$2,134,800	\$0	28	56	64	\$40,174	-	Monitoring	0.98

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued***EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amt of financial support other than state resources ⁶	Status of loans/stage ⁷	Duration of economic assistance (years) ⁸
2020	Aquest Machining & Assembly	10/21/19	Greenville	Montcalm	Expansion	Grant	\$60,000	\$0	\$1,300,000	\$263,557	12	-	5	\$33,179	-	Monitoring	3.90
	Kuehne + Nagel Inc.	11/22/19	Detroit	Wayne	New	Grant	\$750,000	\$0	\$2,965,000	\$129,611	152	-	108	\$41,379	-	Monitoring	3.54
	WPP Group USA Inc. ¹⁰	11/26/19	Detroit	Wayne	Expansion	Grant	\$1,650,000	\$0	\$19,237,714	\$6,388,985	182	-	12	\$110,833	-	Monitoring	3.16
	Snackwerks of Michigan ⁹	12/06/19	Battle Creek	Calhoun	New	Grant	\$212,000	\$0	\$3,948,788	\$0	38	-	-	-	-	Monitoring	4.40
	Guardiantrac LLC	12/17/19	Sturgis	St. Joseph	Expansion	Grant	\$250,000	\$0	\$1,705,000	\$1,615,069	84	-	97	\$34,459	-	Monitoring	2.92
	CHI Aviation	01/14/20	Howell	Livingston	Expansion	Grant	\$400,000	\$0	\$4,550,000	\$2,899,733	60	-	13	\$70,000	-	Monitoring	3.56
	Paslin Company	02/04/20	Warren	Macomb	Expansion	Grant	\$1,000,000	\$0	\$45,000,000	\$636,237	200	-	-	-	-	Monitoring	2.66
	Tipping Point Solutions Inc.	02/20/20	Sault Ste. Marie	Chippewa	Expansion	Grant	\$75,000	\$0	\$157,500	\$0	9	-	3	\$51,500	-	Monitoring	3.18
	Human Element Inc.	03/27/20	Ann Arbor	Washtenaw	Expansion	Grant	\$260,000	\$0	\$11,690,000	\$0	26	-	-	-	-	Monitoring	2.61
	Hexagon Metrology Inc. ⁹	04/17/20	Novi	Oakland	Relocation	Grant	\$250,000	\$0	\$19,500,000	\$0	50	-	-	-	-	Monitoring	4.07
	Heidtman Steel Products	06/01/20	Erie	Monroe	Expansion	Grant	\$325,000	\$0	\$9,100,000	\$0	65	-	-	-	-	Monitoring	3.40
May Mobility	07/22/20	Ann Arbor	Washtenaw	Expansion	Grant	\$700,000	\$0	\$11,800,000	\$0	100	-	-	-	-	Monitoring	2.99	
TOTAL							\$508,564,408	\$310,029,990	\$17,209,157,656	\$12,807,955,566	73,574	45,919	\$62,057	\$23,737,404	\$716,079,068		3.84

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued*

EXHIBIT 1: MSF BOARD ACTION TAKEN—NO AGREEMENT EXECUTED*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Other economic assistance	Status of loans/stage ⁷
2020	Farm Bureau Life Insurance Company	10/16/19	Lansing	Eaton	Investment	Grant	\$241,500		\$6,800,800		69					Dismissed
	Wayfair LLC	11/26/19	East Lansing	Ingham	New	Grant	\$1,760,500		\$8,922,000		503					Dismissed
	Morley Companies Inc.	12/13/19	Lansing	Eaton	Expansion	Grant	\$1,000,000		\$7,850,000		500					Commitment
	Air Master Systems Corp.	01/06/20	Norton Shores	Muskegon	Expansion	Grant	\$410,000		\$4,300,000		63					Commitment
	Dakota Integrated Systems LLC	01/22/20	Detroit	Wayne	Expansion	Grant	\$1,500,000		\$45,000,000		400					Commitment
	Piston Automotive LLC	02/03/20	Redford	Wayne	Expansion	Grant	\$212,000		\$6,800,000		53					Commitment
	Tiberina Group	02/24/20	Detroit	Wayne	New	Grant	\$252,000		\$19,400,000		63					Dismissed
	Niles Industrial Coatings	04/23/20	Fenton	Genesee	Expansion	Grant	\$800,000		\$1,495,000		187					Commitment
	Lineage Logistics LLC	04/27/20	Novi	Oakland	Expansion	Grant	\$250,000		\$6,950,000		50					Commitment
	Navistar International Corp.	04/30/20	Rochester Hills	Oakland	New	Grant	\$500,000		\$4,170,000		50					Commitment
	Magna Seating of America, Inc.	06/23/20	Highland Park	Wayne	Expansion	Grant	\$2,173,322		\$35,428,000		480					Commitment
	Bridgewater Interiors	07/28/20	Lansing	Eaton	Expansion	Grant	\$2,000,000		\$15,850,000		400					Commitment
	Clearcover	08/25/20	Detroit	Wayne	New	Grant	\$3,500,000		\$5,000,000		303					Commitment
	Wacker Chemical Corp.	09/18/20	Ann Arbor	Washtenaw	New	Grant	\$1,000,000		\$51,000,000		50					Commitment
							\$15,599,322		\$218,965,800		3,171					

FY 2020 total projects: 30
FY 2020 total executed agreements: 16

* The closing of agreements occurs after MSF award approval; due to administrative limitations, all parties have been unable to enter into an agreement. MEDC staff is actively engaged and working with companies to execute agreements and resolve any potential concerns.

- 1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project.
- 2 The actual investment reported by the company that has been made at the project site.
- 3 The number of new jobs the company has committed to create at the project site.
- 4 The actual number of qualified new jobs created and verified through milestone applications submitted through September 30, 2020. In accordance with MCL 125.2088r(7)(d) and the MBDP program guidelines adopted by the MSF board, a "Qualified New Job" means a job performed for the qualified business for consideration by an individual who is a resident of Michigan, and whose Michigan income taxes are withheld by an employer, or an employee leasing company or a professional employer organization on behalf of the employer, that is in excess of the number of jobs maintained by the qualified business in this state prior to the expansion or location. The MSF may also consider full time equivalent or hours worked as a method to count a job as a qualified new job, and may impose other terms and conditions, including without limitation that the qualified new

- job may not count if it includes a job transferred from any qualified business facility in Michigan to another qualified business facility located, or to be located, in Michigan.
- 5 The number of new jobs created that are not temporary employees as self-reported by the company on the annual progress report.
 - 6 The total amount of financial support other than state resources as self-reported by the company on the annual progress report.
 - 7 Additional stages have been created to clarify the status of each incentive as defined below:
 - Commitment: The project has been approved by the MSF board however the grant agreement has not yet been signed.
 - Ended: The company has successfully met all requirements of the grant agreement and amendments.
 - Monitoring: The project has been approved by the MSF board and the agreement has been fully executed. The grant remains in the monitoring stage until all grant requirements are fully met.
 - Repayment: The company is currently repaying previously disbursed grant funds. The stage will be updated to terminated when required funds have been returned to the MSF.
 - Terminated: The company agreement has been terminated due to not fulfilling grant requirements; funds have been returned to the MSF if required.
 - 8 "Duration of Economic Assistance" is calculated by total years between start date of agreement and term of the grant. On average, the duration of MBDP incentives is 3.84 years.

- 9 As of September 30, 2020, the company is in default of its agreement and is in a cure period.
- 10 As of September 30, 2020, the company is in default of its agreement. The MSF is currently in discussion to resolve the default.
- 11 As of September 30, 2020, the company was in default of its agreement, subsequently the event of default has been resolved.
- 12 As of September 30, 2020, the company was in default of its agreement and has triggered repayment of previously disbursed funds. The MSF is currently in discussions with the company regarding the repayment of grant funds.
- 13 Company is in default of its agreement and has triggered repayment of previously disbursed funds. The matter has been referred to the Department of Attorney General for collection of funds.
- 14 Company is in default of its agreement and has triggered repayment of previously disbursed funds. Subsequent to default, the company filed for bankruptcy protection. The MSF submitted a proof of claim for the disbursed funds and is monitoring the proceedings.
- 15 Company is in default of its agreement as of September 30, 2020. Subsequent to September 30, 2020, the agreement has been terminated.
- 16 Company is in default of its agreement as of September 30, 2020. Subsequent to September 30, 2020, the agreement is in forbearance.

MICHIGAN BUSINESS DEVELOPMENT PROGRAM *continued***MBDP REPAYMENT, REVENUE AND
PROPERTY RETURNED TO THE FUND**

Fiscal year 2020: 10/01/2019–09/30/2020

Payment type	Company name	Amount received*
MBDP repayment	Aisin Technical Center of America	\$206,623
MBDP repayment	ArcticAx US	\$8,000
MBDP repayment	Capital Welding	\$148,500
Bankruptcy settlement	Cherry Growers	\$211,637
MBDP repayment	Comprehensive Logistics	\$52,000
MBDP repayment	Cosworth	\$2,100,000
MBDP repayment	Cup Acquisition LLC	\$32,000
MBDP repayment	Dart Container Corp.	\$293,000
MBDP repayment	Disher Corporation	\$47,000
Loan payment	Founders Brewing Company	\$300,000
MBDP repayment	Lacks Enterprises Inc.	\$148,958
MBDP repayment	Lauren Manufacturing	\$103,500
Loan and interest payment	M-1 Rail	\$1,003,459
Profit Participation	Materne North America Corp.	\$83,498
Loan and interest payment	Moran Iron Works	\$50,364
Loan payment	Niowave	\$198,980
MBDP repayment	OMT Veyhl	\$192,961
Loan Payment	Rigaku Innovative Technologies	\$200,000
MBDP repayment	Senderra Rx Partners	\$11,428
MBDP repayment	Shipston Aluminum Technologies	\$118,421
Loan payment	Southwest Michigan First Corp.	\$140,000
Loan payment	Verndale Products Inc.	\$54,500
MBDP repayment	Wright Plastic Products	\$52,000
MBDP repayment	YanFeng Automotive	\$125,000
MBDP repayment	Zhongding USA Cadillac	\$118,400
TOTAL*		\$6,000,229

**These amounts represent repayment, revenue and property returned in FY 2020 only; they are not cumulative. The amounts will vary from year to year depending on a number of factors including, but not limited to, companies fulfilling repayment obligations, new defaults and new loan agreements.*

JOBS READY MICHIGAN PROGRAM

The Michigan Strategic Fund Act requires the MSF to submit a report on the Jobs Ready Michigan Program (JRMP) activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2020. It also includes cumulative activity as of September 30, 2020.

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. The information contained in this report is based on data submitted by companies. All project milestones and certificate requests are reviewed and

verified through a consistent compliance process. The JRMP is not a job creation or retention program, therefore, there is no information to report for the number of jobs committed or projected, the actual number of jobs or the average annual salary for jobs. The column titled "Incentive Stage" includes the following stages: monitoring, ended, terminated, repayment and dismissed. "Monitoring" means that the incentive is active. "Ended" means the company has fulfilled its obligations under the agreement and the incentive has expired. "Terminated" means the agreement has been terminated prior to the end date stated in the agreement. "Repayment"

means the company is in default of its agreement and has triggered repayment of all or a portion of the previously disbursed funds. Once a company has repaid all funds owed to the MSF under an event of default, the status is changed to terminated. "Dismissed" means the company decided to not move forward with the project.

Since October 1, 2019, four projects have been approved by the MSF board.

JOBS READY MICHIGAN PROGRAM																	
EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED Fiscal year 2020: 10/01/2019–09/30/2020																	
FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative disbursed amount	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amount of financial support other than state resources ⁶	Incentive stage	Duration of economic assistance (years) ⁷
2020	No agreements were executed in FY 2020																
TOTAL							\$0	\$0	\$0	\$0					\$0		

JOBS READY MICHIGAN PROGRAM																	
EXHIBIT 1: MSF BOARD ACTION TAKEN—NO AGREEMENT EXECUTED** Fiscal year 2020: 10/01/2019–09/30/2020																	
FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Cumulative amount disbursed	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Other economic assistance	Incentive stage	Duration of economic assistance (years)
2020	Wayfair LLC	11/26/19	Meridian Township	Ingham	New development	Grant	\$750,000		\$0								Dismissed
	Packaging Compliance Labs	05/19/20	Kentwood	Kent	Expansion	Grant	\$135,000		\$2,570,000								Commitment
	Clearcover*	08/25/20	Detroit	Wayne	New development	Grant	\$400,000		\$0								Commitment
	Detroit Manufacturing Systems LLC	08/25/20	Detroit	Wayne	Expansion	Grant	\$1,500,000		\$31,900,000								Commitment
TOTAL							\$2,785,000		\$34,470,000								

*Clearcover also received a Michigan Business Development Program incentive for its new development project with a projected private investment of \$5,000,000.

FY 2020 total projects: 4
FY 2020 total executed agreements: 0

** The closing of agreements occurs after MSF award approval; due to administrative limitations, all parties have been unable to enter into an agreement. MEDC staff is actively engaged and working with companies to execute agreements and resolve any potential concerns.

1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project. Projects listed with zero investment were bundled with other MSF incentives, this report captures investment for stand alone JRMP projects.

2 The actual investment reported by the company that has been made at the project site.
 3 The number of new jobs the company has committed to create at the project site.
 4 The actual number of new jobs created and verified on annual certificate applications submitted through September 30, 2020. In accordance with MCL 125.2090g(c) and the JRMP guidelines adopted by the MSF board, a "Qualified New Job" means a full-time job created by an authorized business at a facility in this state that is in excess of the number of full-time jobs that the authorized business maintained in this state prior to the expansion or location and the number of full-time jobs that the authorized business acquired through a merger or acquisition that were located in this state prior to the expansion or location.

5 The number of new jobs created that are not temporary employees as self-reported by the company on its annual progress report.
 6 The total amount of financial support other than state resources as self-reported by the company on its annual progress report.
 7 "Duration of Economic Assistance" is calculated by total years between start date of agreement and term of the grant.

REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND**		
Payment type	Company name	Amount received
Not Applicable		
TOTAL		\$0

**No funds had been returned to the fund in FY 2020

GOOD JOBS FOR MICHIGAN

The Michigan Strategic Fund Act requires the MSF to submit a report on the Good Jobs for Michigan (GJFM) program activities that occurred the previous fiscal year. This report addresses the reporting requirements for FY 2020. It also includes cumulative activity as of September 30, 2020.

Below is a detailed spreadsheet (Exhibit 1) showing the specifics of each approved project. The information contained in this report is based on data submitted by companies. All project milestones and certificate requests are reviewed and verified through a consistent compliance process. Where applicable, job creation numbers in this report are cross-referenced against recent project milestones and certificate requests. The GJFM is not a job retention program, therefore, there is no information

to report for the number of retained jobs committed or projected, the actual number of retained jobs or the average annual salary for retained jobs. The column titled “Incentive Stage” includes the following stages: monitoring, ended, terminated and repayment. “Monitoring” means that the incentive is active. “Ended” means the company has fulfilled its obligations under the agreement and the incentive has expired. “Terminated” means the agreement has been terminated prior to the end date stated in the agreement. “Repayment” means the company is in default of its agreement and has triggered repayment of all or a portion of the previously disbursed funds. Once a company has repaid all funds owed to the MSF under an event of default, the status is changed to terminated.

Since October 1, 2017, six projects have been approved by the MSF board.

The aggregated projected return on investment (ROI) to the State of Michigan for the projects approved in this fiscal year is 30.9. This means that for every \$1 invested, there is a projected return of \$30.90. The formula is based on the anticipated amount of overall cash flow to the state through new personal income generated by the projects divided by the cost of the incentives over the period of the incentive agreements using the Regional Economic Models Inc. (REMI) analysis. This method utilizes projected personal income generated through direct jobs created by the companies, indirect jobs as a result of the projects and projected capital investment.

GOOD JOBS FOR MICHIGAN PROGRAM																	
EXHIBIT 1: MSF BOARD ACTION TAKEN—AGREEMENT EXECUTED Fiscal year 2020: 10/01/2019–09/30/2020																	
FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Amount of financial support other than state resources ⁶	Incentive stage	Duration of economic assistance (years) ⁷
2018	Pfizer Inc.	07/24/18	Portage	Kalamazoo	Expansion	Other	\$10,500,000	\$0.00	\$465,000,000	\$4,612,669	354	0	466	\$77,555	\$0	Monitoring	10
2019	KLA Corp.	10/23/18	Ann Arbor Township	Washtenaw	New development	Other	\$16,171,948	\$0.00	\$217,830,000	\$56,700,000	250	0	168	\$103,159	\$0	Monitoring	8
	Aptiv US Services General Partnership	11/27/18	Troy	Oakland	Expansion	Other	\$30,685,850	\$0.00	\$30,000,000	\$5,489,361	500	0	234	\$120,774	\$0	Monitoring	10
	Fiat Chrysler Automobiles US LLC	05/21/19	Detroit	Wayne	Expansion	Other	\$99,000,000	\$0.00	\$2,515,106,000	\$1,540,000,000	4,950	0	778	\$54,231	\$0	Monitoring	10
	Fiat Chrysler Automobiles US LLC ⁸	05/21/19	Detroit	Wayne	Expansion	Other	\$6,000,000	\$0.00	\$4,416,189,000							Dismissed	0
2020	Acrisure	09/24/19	Grand Rapids	Kent	Relocation	Other	\$6,000,000	\$0.00	\$33,187,237	\$2,733,937	400	0	256	\$45,000	\$0	Monitoring	10
	Ford Motor Company	12/17/19	Dearborn	Wayne	Investment in existing	Other	\$26,000,000	\$0.00	\$1,462,500,000	\$665,001,172	3,000	0	896	\$65,000	\$665,000,000	Monitoring	10
TOTAL							\$194,357,798	\$0	\$9,139,812,237	\$2,274,537,139	9,454	0	2,798	\$465,719	\$665,000,000		9.66 [*]

GOOD JOBS FOR MICHIGAN PROGRAM																	
EXHIBIT 1: MSF BOARD ACTION TAKEN—NO AGREEMENT EXECUTED Fiscal year 2020: 10/01/2019–09/30/2020																	
FY approved	Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount	Withholding tax capture certificate issued amount	Total projected investment ¹	Actual private investment ²	New jobs committed ³	Actual new jobs created ⁴	New jobs created that are not temporary ⁵	Average annual salary of new jobs	Other economic assistance	Incentive stage	Duration of economic assistance (years) ⁷
2020								Not applicable		Not applicable				Not applicable			
TOTAL							\$0		\$0		0						

FY 2020 total projects: 1

FY 2020 total executed agreements: 1

1 The amount of investment the company stated on its application and what is expected to occur by the completion of the project.

2 The actual investment reported by the company that has been made at the project site.

3 The number of new jobs the company has committed to create at the project site.

4 The actual number of certified new jobs created and verified on annual certificate applications submitted through September 30, 2020. In accordance with MCL 125.2090g(c) and the GJFM

program guidelines adopted by the MSF board, a “Certified New Job” means a full-time job created by an authorized business at a facility in this state that is in excess of the number of full-time jobs that the authorized business maintained in this state prior to the expansion or location and the number of full-time jobs that the authorized business acquired through a merger or acquisition that were located in this state prior to the expansion or location.

5 The number of new jobs created that are not temporary employees as self-reported by the company on its annual progress report.

6 The total amount of financial support other than state resources as self-reported by the company on its annual progress report.

7 “Duration of Economic Assistance” is the total number of years the company is eligible to receive the withholding tax capture certificate.

8 This project has been dismissed with no agreement being executed. The incentive was approved by the MSF based on project need. Through developments of the project after MSF approval, it was determined the incentive was no longer necessary for the project to move forward. The company is committed to the project and is making progress on its completion.

*On average, the duration of a GJFM incentive is 9.66 years.

REPAYMENT, REVENUE AND PROPERTY RETURNED TO THE FUND**		
Payment type	Company name	Amount received
Not Applicable		
TOTAL		\$0

**No funds had been returned to the fund in FY 2020

STATE ESSENTIAL SERVICES ASSESSMENT

The State Essential Services Assessment (SESA) was established in 2014 and is required for manufacturers that do not pay personal property tax on eligible manufacturing personal property. The MSE, in certain circumstances, may choose to exempt or reduce the assessment for projects that create jobs and/or private investment in Michigan through the

State Essential Services Assessment Exemption or the Alternative State Essential Services Assessment Exemption. The SESA exemptions are equal to a 100 percent exemption of the SESA for a period of up to 15 years. The alternative SESA exemptions are equal to a 50 percent exemption of the SESA for a period of up to 15 years.

SESA AWARDS					
Activity as of September 30, 2020					
MSF approval date	Company	Municipality	County	Approved amount	MSF board action
04/26/16	Fiat Chrysler Automobiles US LLC ¹	Trenton	Wayne	\$770,904	State Essential Services Assessment approval
04/26/16	Ford Motor Company ¹	Livonia	Wayne	\$35,130,000	State Essential Services Assessment approval
07/26/16	Fiat Chrysler Automobiles US LLC ¹	Sterling Heights	Macomb	\$11,375,000	Alternative State Essential Services Assessment approval
12/16/16	East Jordan Foundry, LLC ¹	Warner Township	Antrim	\$408,535	Alternative State Essential Services Assessment approval
03/28/17	Ford Motor Company ¹	Flat Rock	Wayne	\$10,400,000	State Essential Services Assessment approval
03/28/17	Ford Motor Company ¹	Wayne and Romeo	Wayne	\$7,250,000	State Essential Services Assessment approval
05/22/18	Gerdau Special Steel North America ¹	Monroe	Monroe	\$2,407,000	State Essential Services Assessment Approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$180,900	Alternative State Essential Services Assessment approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$18,088,056	State Essential Services Assessment approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$21,083,085	State Essential Services Assessment approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$692,928	State Essential Services Assessment approval
05/21/19	Fiat Chrysler Automobiles US LLC	Detroit	Wayne	\$13,456,976	State Essential Services Assessment approval
07/23/19	Knauf Insulation	Albion	Calhoun	\$708,325	State Essential Services Assessment approval
09/24/19	Graphic Packaging International	Kalamazoo	Kalamazoo	\$7,281,250	State Essential Services Assessment approval
12/17/19	Ford Motor Company	Dearborn	Wayne	\$3,185,000	State Essential Services Assessment approval
12/17/19	Ford Motor Company	Dearborn	Wayne	\$6,109,740	State Essential Services Assessment approval
06/23/20	Magna Seating of America Inc.	Highland Park	Wayne	\$326,678	State Essential Services Assessment approval
TOTAL				\$138,854,377	

¹ Last year's report did not include awards prior to 10/01/2018

MICHIGAN BUILD READY SITES PROGRAM

For Michigan to gain a competitive advantage when it comes to business attraction and expansion projects, communities and other public entities (e.g., local EDCs, EDOs, etc.) often require assistance to make them build ready and competitive for site selection projects. The MEDC created the Michigan Build Ready Sites Program in 2019 that is intended to assist with the development or enhancement of industrial sites by providing site readiness grants to help them get closer to having vetted site standards, a voluntary resource that provides a critical road map to helping Michigan sites achieve “shovel ready” status.

“Build Ready” sites may be defined as a site that has appropriate planning, zoning, surveys, title work, environmental conditions, soil conditions and

infrastructure in place or preliminary engineering is completed, the property is available for sale and development and site information is ready and up-to-date.

The Michigan Build Ready Sites Program accepts grant applications from local and regional economic development or nonprofit community partners that demonstrate a pathway to a build ready site. A local match is required and is a consideration for a competitive project. The term of the grant is up to 24 months. Communities are required to submit progress reports and sites visits are done to monitor the progress of the projects.

Michigan Build Ready Sites Program grants awarded in FY 2020 are listed below.

MICHIGAN BUILD READY SITES PROGRAM						
Fiscal year 2020: 10/01/2019–09/30/2020						
Grantee	Site	Municipality	County	Grant award	Local match	Project description
Kent County Department of Public Works	14th Avenue	Dorr Township	Allegan	\$75,000	\$75,000	Site improvements for development of a new sustainability park
Baraga County Economic Development Corporation	Olsson site (L'Anse-Lambert Road)	L'Anse	Baraga	\$75,000	\$20,000	Gas line will be installed to site and complete the infrastructure
Economic Development Corporation of Chippewa County	Kincheloe building	Kinross Charter Township	Chippewa	\$75,000	\$75,000	Repairs and replacement of roof at a building on former Air Force base
City of Grand Ledge	Winstanley and Comet	Grand Ledge	Eaton	\$75,000	\$75,000	Access improvements to roads into industrial park
Economic Development Partnership of Hillsdale County	US-12/M-99	Jonesville	Hillsdale	\$53,500	\$5,000	Addition of broadband at existing industrial park
City of Hancock	Dolomite Drive	Hancock	Houghton	\$75,000	\$570,000	Improvement of underutilized property
Muskegon Area First	5642 Grand Haven Road	Norton Shores	Muskegon	\$75,000	\$70,750	Purchase and improvement of property for future development
Ann Arbor SPARK	Wagner Road	Scio Township	Washtenaw	\$75,000	\$132,800	Study needed for development of wet labs at site
City of Detroit Brownfield Redevelopment Authority	Eastern Market (Superior Street)	Detroit	Wayne	\$75,000	\$280,000	Market sites near Eastern Market and perform predevelopment activities to allow for business attraction project
City of Ecorse	Mill Street	Ecorse	Wayne	\$75,000	\$13,790	Ongoing site access improvements
TOTAL				\$728,500	\$1,317,340	

MICHIGAN DEFENSE CENTER

The Michigan Defense Center (MDC) was created by Public Act 317 of 2006 and is an operation of the MEDC. It is the state’s lead voice on the defense and homeland security economy and guides the state’s policies and programs to protect and grow this important sector. The MDC serves as a liaison between the state and defense stakeholders in the federal government, defense agencies, the defense industry, academia and Michigan’s defense community and supporting organizations.

“Protect and Grow” is an MDC led initiative with Michigan Department of Military and Veterans’ Affairs (DMVA) partnership. The Protect and Grow strategy is designed to help Michigan communities protect the state’s current Department of Defense (DoD) missions,

infrastructure and industry, secure new missions, and increase defense and homeland security spending in the state. In FY 2020, the MDC began executing Protect and Grow 2.0, an updated strategy that builds on previous successes, aligns with the National Defense Strategy and DoD investment priorities, and synchronizes with DMVA’s strategic plan.

For more information on the Protect and Grow strategic plan and efforts in FY 2020:

[Protect and Grow 2.0 Public Report](#)

[FY2020 Progress Report](#)

While 2020 marked a year of unprecedented challenges and changes due to the coronavirus pandemic, the MDC quickly adapted to achieve numerous successes while adhering to the Protect and Grow 2.0 strategy.

PROTECT & GROW METRICS

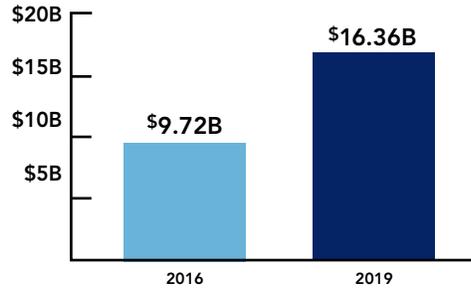
INITIATIVES	
Pandemic support	17 defense companies connected to Michigan and DoD for emerging needs
Federal grant proposals	5 (partner or facilitation/support)
New military mission proposals	2 (in partnership with Michigan National Guard)
New programs	2 (Cybersecurity compliance and state level defense marketing plan)
New resource materials	2 (Commercial sensitive compartmented information facilities [SCIF] Feasibility Study and Online Resource Guide)
Defense Industry Emerging Growth Grants	\$120,000 to two community partners
STRATEGIC COMMUNICATIONS AND OUTREACH	
Committees	9 (advisory and coordination)
New monthly online newsletter	7,500+ subscribers
New LinkedIn page	452 followers
Events	21 (in-person and virtual)
State-wide partners	34
Congressional delegation engagement	Supported six members serving on key defense and homeland security committees: <ul style="list-style-type: none"> • Hosted 12 monthly touch-base calls • Supported 48 FY 2021 National Defense Authorization Act (NDAA) defense appropriation provisions
 <p>76.45% of followers hold upper management or C-suite positions</p>	
BUSINESS RESOURCES: BID TARGETING SYSTEM (BTS)	
New BTS registered users	1,000+
BTS demonstrations	27 (in-person and virtual)
BTS demonstration participants	300+
Overall, the PWS grant program created a \$438:1 ROI	
BUSINESS RESOURCES: PROPOSAL WRITING SERVICES (PWS)	
PWS approved grant applications	29
PWS contract awards	\$6.6 million
FY 19–20 program resulted in a \$66:1 ROI	

includes all BTS/PWS program costs

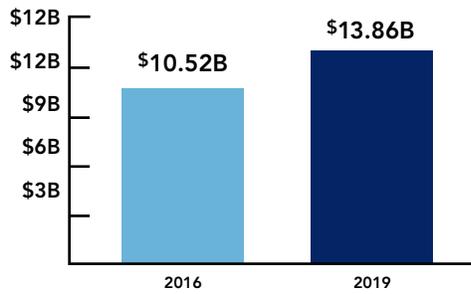
MICHIGAN DEFENSE CENTER *continued*

ECONOMIC GROWTH INDICATORS

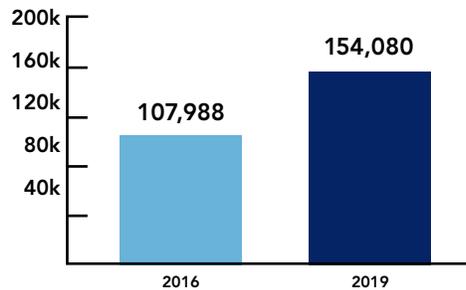
GRP (ECONOMIC IMPACT) ↑ 68.31%



PERSONAL INCOME ↑ 31.75%



TOTAL EMPLOYMENT ↑ 42.68%



PROCUREMENT TECHNICAL ASSISTANCE CENTERS

The Procurement Technical Assistance Centers (PTACs) of Michigan are not-for-profit organizations funded by the Defense Logistics Agency (DLA), the MEDC, and local funding partners. The mission of the PTACs is to enhance economic development of the state of Michigan by helping area businesses secure local, state, and federal contracts. PTACs provide education and awareness to companies and support matching capabilities of Michigan companies with government contract opportunities by preparing them to compete for government contracts and educating them about the opportunities, requirements, and process of becoming successful government contractors. PTACs provide pre- and post- award assistance and training, helping companies through the entire procurement process from registering as a government contractor and finding bid opportunities through proposal preparation and post-award modifications.

In FY 2020, the MEDC provided \$1.275 million to support nine PTAC offices and one subrecipient, an average of 40 percent of their annual operation budgets. The PTACs assisted Michigan companies to obtain federal, state, and local contracts for a combined total value of \$1.56 billion.

Below is a list of the PTACs. Additional information is available at www.ptacsofmichigan.org.

- **Muskegon Area First PTAC** [Muskegon] serving Allegan, Barry, Ionia, Kent, Lake, Mason, Mecosta, Montcalm, Muskegon, Newaygo, Oceana, Osceola, and Ottawa counties
- **Northwest Michigan PTAC** (dba Networks Northwest) [Traverse City] serving Alger, Antrim,

Baraga, Benzie, Charlevoix, Chippewa, Delta, Dickinson, Emmet, Gogebic, Grand Traverse, Houghton, Iron, Kalkaska, Keweenaw, Leelanau, Luce, Mackinac, Manistee, Marquette, Menominee, Missaukee, Ontonagon, Schoolcraft, and Wexford counties

- **Flint & Genesee Chamber of Commerce PTAC**, [Flint] serving Genesee, Huron, Lapeer, Sanilac, Shiawassee, St. Clair, and Tuscola counties
- **Macomb Regional PTAC** (Macomb Community College) serving Macomb county
- **N.E. Michigan Consortium PTAC** (Northeast Michigan Consortium Michigan Works!) [Onaway] serving Alcona, Alpena, Cheboygan, Crawford, Iosco, Montmorency, Ogemaw, Oscoda, Otsego, Presque Isle, and Roscommon counties
- **Southwest Michigan PTAC** (Upjohn Institute for Employment Research) [Kalamazoo] serving Berrien, Branch, Calhoun, Cass, Kalamazoo, St. Joseph and Van Buren counties
- **PTAC of South Central Michigan** (Enterprise Group of Jackson Inc.) [Jackson] serving Clinton, Ingham, Eaton, Jackson, Hillsdale, and Lenawee counties
- **Saginaw Future Inc. PTAC** [Saginaw] serving Arenac, Bay, Clare, Gladwin, Gratiot, Isabella, Midland, and Saginaw counties
- **PTAC of Schoolcraft College** [Schoolcraft] serving Oakland, Livingston, Washtenaw, Monroe, and Wayne counties
- **Wayne State University PTAC** serving the city of Detroit*

**WSU PTAC is a subrecipient of PTAC of Schoolcraft College*

PROCUREMENT TECHNICAL ASSISTANCE CENTERS *continued*

ANNUAL PROGRAM PERFORMANCE METRICS										
Fiscal year 2020: 10/01/2019–09/30/2020										
	Muskegon	Traverse City	Flint	Macomb	Onaway	Kalamazoo	Jackson	Saginaw	Schoolcraft	TOTALS
Number of new clients	100	92	156	146	26	99	40	52	412	1,123
Number of active clients	340	167	347	488	89	152	271	121	548	2,523
Counseling time	1,567	1,569	2,012	1,477	596	964	510	477	2,654	11,826
Number of events	21	30	43	39	12	46	14	18	42	265
Contract awards—all federal	\$255,840,360	\$68,142,210	\$26,410,447	\$433,966,395	\$19,876,527	\$67,595,729	\$14,823,973	\$4,759,240	\$317,199,063	\$1,208,613,944
Contract awards—subcontracts	\$136,509,900	\$15,797,602	\$95,634	\$54,437,961	\$577,921	\$1,429,965	\$4,560,036	\$32,057,686	\$8,500	\$245,475,205
Contract awards—state and local	\$10,000	\$5,323,526	\$38,577,603	\$7,448,641	\$13,747,212	\$5,212,662	\$11,981,918	\$12,185,642	\$19,394,781	\$113,881,985
Total facilitated revenue	\$392,360,260	\$89,263,338	\$65,083,684	\$495,852,997	\$34,201,660	\$74,238,356	\$31,365,927	\$49,002,568	\$336,602,344	\$1,567,971,134
Number of clients awarded first time contract	7	5	7	22	1	4	13	22	6	87
Number of all contracts awarded	1,511	1,471	1,863	85,001	166	2,895	887	343	1,595	95,732
Number of all equitable facilitated contract awards	481	685	1,426	1,224	59	1,217	331	177	596	6,196
Number of facilitated contracts to geographically disadvantaged areas	238	972	1,312	1,646	134	783	63	155	428	5,731

INTERNATIONAL TRADE SERVICES

MEDC's International Trade Program is committed to increasing Michigan's exporting opportunities by helping businesses identify and enter key emerging foreign markets, where over 80 percent of the world's purchasing power exists. The goals of the export program are to:

- Provide strategic business growth solutions to small Michigan companies, helping them reach an international customer base
- Increase the number of Michigan small businesses that export
- Increase the dollar value of Michigan exports
- Increase the number of Michigan small businesses exploring significant new trade opportunities
- Strengthen Michigan's economy by increasing export-driven job growth and enhancing business resilience in the face of global/regional economic disruption

These goals are accomplished through International Trade Services: the State Trade Expansion Program (STEP), the Project Exception Program (PEP), international trade centers, small business support services, a regional export network, and International Trade Program events. In FY 2020, as a result of these services, the International Trade Program provided assistance to 530 Michigan companies. Export sales that came as a direct result of MSF/MEDC assistance totaled \$592 million to 121 countries. Since the program was re-established in 2011, companies have reported facilitated export sales of over \$3.77 billion.

STEP was launched in October 2011 to give Michigan companies a stronger competitive edge in the global marketplace. Funded by the Small Business Administration (SBA) and the MSF business and community development programs, STEP is administered by the international trade team to assist companies with their exporting needs and connect them with resources to reach foreign markets. PEP was later designed in 2015 to spur job creation by empowering Michigan businesses to export their products but who do not qualify for STEP under the SBA's size standards. In FY 2020, eligible companies received direct reimbursement of 50 percent of costs from allowable export-related activities (up to \$15,000). Mid-year, in response to the COVID-19 crisis and travel restrictions, MSF updated the guidelines for STEP and PEP by increasing caps for allowable reimbursements and increasing the reimbursement ceiling from 50 to 75 percent for international website

development. Eligible export activities for both programs include participation in virtual or in-person foreign trade missions, subscription to services provided by Department of Commerce, international website development, design of marketing media, virtual or in-person trade show exhibition, export trainings, reverse trade missions, and other export activities approved by the Small Business Administration (SBA) and MSF. Through 362 completed FY 2020 STEP and PEP grants, the program allocated more than \$1.2 million in incentives to 224 Michigan companies.

Michigan has an established network of in-country consultants that operate within designated international trade centers. These centers act as the on-the-ground resource assisting Michigan small businesses with export market development. The International Trade Program has six international trade centers through a partnership with the Great Lakes and St. Lawrence Governors and Premiers (GSGP). These centers provide export trade development services to small and medium-sized companies interested in expanding their sales to Canada, Mexico, China, Europe, the Arab Gulf and Brazil. Additionally, the program is able to utilize eight affiliate offices through GSGP including demand-based services in Australia, India, Israel, Japan, southeast Asia, South America, South Korea, and sub-Saharan Africa. Services offered by these international trade centers include customized market research, market entry strategy, virtual and in-person matchmaking meetings, prequalification of agents, distributors, partners and/or customers, regulatory information, and competitive analysis. In addition, the centers assist with facilitating international trade missions and governor trade delegations. In FY 2020, the centers completed 152 projects on behalf of Michigan companies. The number of projects and B2B meetings scheduled by the centers was impacted by COVID-19 disruptions, including the cancellation of in-person trade missions and trade shows. Despite the effects of the global pandemic on international travel, Michigan companies still reported a total of \$195.2 million in export sales facilitated by MEDC's international trade centers. In FY 2020, the Michigan Mexico Center worked to transition an in-person trade mission to the program's first-ever virtual trade mission, with a high level of company participation.

The International Trade Program partners with a variety of small business service providers in Michigan

INTERNATIONAL TRADE SERVICES *continued*

who provide technical export assistance, education, and training to Michigan companies. Services include international search engine optimization, website localization, international market research, legal trainings and videos, export compliance projects, credit checks, and on-site trainings. In FY 2020, these service providers completed 140 projects for Michigan companies. The program also utilizes a network of strategic partners, called the regional export network (REN), who provide geographically accessible export programs and events statewide. Michigan has four designated organizations around the state that act as an export resource in the region to provide access to MEDC's trade programs, trainings, events and missions, and more. They also assist the program with pipeline and client development to ensure the program is reaching a wide population of Michigan's export-ready small businesses including those in underserved communities or minority, women, veteran, and/or economically or socially disadvantaged owned companies. The current REN hosts are

Automation Alley in Troy, Michigan State University's International Business Center in East Lansing, Networks Northwest in Traverse City, and Van Andel Global Trade Center in Grand Rapids.

In guiding and supporting a company's entry to target export markets, either virtually or in-person, the International Trade Program greatly increases the chances for companies' export success. Since 2012, the International Trade Program has sponsored 78 international trade missions and trade shows to 23 countries with 627 company participations. As part of company participation in trade missions, MEDC arranges on-the-ground or virtual matchmaking meetings utilizing in-market specialists from Michigan's international trade centers or from the international U.S. Commercial Service offices. Participants also receive logistical assistance with in-market, detailed market briefings, and opportunities to participate in networking events.

INTERNATIONAL TRADE PROGRAM EVENTS

Fiscal year 2020: 10/01/2019–09/30/2020

Date(s)	Type of activity	Country/state	Led by	Company participations*
September 6, October 11, November 15	Seminar	Michigan (ExporTech–Saginaw)	U.S. Commercial Service and MEDC	5
September 9, October 14, November 18	Seminar	Michigan (ExporTech–Marquette)	U.S. Commercial Service and MEDC	5
November 11–15	Trade mission	Mexico	MEDC International Trade Team	6
November 16–23	Trade mission	Australia Trade Mission	GSGP & MEDC	2
January 24–February 1	Trade show	United Arab Emirates (Arab Health Expo)	MEDC International Trade Team	5
January 24, February 28, November 13	Seminar	Michigan (ExporTech–Detroit)	U.S. Commercial Service and MEDC	5
January 31–February 8	Trade mission	India	Automation Alley and MEDC	7
February 20, March 21	Seminar	Michigan (ExporTech–Lansing)	U.S. Commercial Service and MEDC	7
February 18–20	Trade show	Mexico (Aerospace Manufacturing Meetings)	MEDC International Trade Team	7
September 20–October 2	Trade mission	Mexico (virtual)	Automation Alley and MEDC	10
10 TOTAL EVENTS	4 missions, 2 shows, 4 seminars	4 international markets		59

*The total number of individuals companies is 51. Some companies participated in more than one event.

INTERNATIONAL TRADE SERVICES *continued*

MI-STEP/MI-PEP REIMBURSEMENTS						
Fiscal year 2020: 10/01/2019–09/30/2020						
Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	11/15/19	Hiawatha Log Homes	Wetmore	Alger	1	\$600.00
MI-STEP-2020	11/15/19	Hiawatha Log Homes	Wetmore	Alger	1	\$1,699.50
MI-STEP-2020	12/19/19	Hiawatha Log Homes	Wetmore	Alger	1	\$4,765.76
MI-STEP-2020	10/31/19	Code Blue	Holland	Allegan	4	\$15,000.00
MI-STEP-2020	05/26/20	Koops Inc.	Holland	Allegan	4	\$5,025.00
MI-STEP-2020	04/22/20	Sebright Products Inc.	Hopkins	Allegan	4	\$9,048.32
MI-PEP-2020	06/25/20	Pettibone/Traverse Lift LLC	Baraga	Baraga	1	\$15,000.00
MI-STEP-2020	03/31/20	Ausco Products Inc.	Benton Harbor	Berrien	8	\$2,084.40
MI-STEP-2020	04/07/20	Ausco Products Inc.	Benton Harbor	Berrien	8	\$2,392.63
MI-STEP-2020	05/11/20	Ausco Products Inc.	Benton Harbor	Berrien	8	\$1,971.35
MI-STEP-2020	11/04/19	Owens Classic International	St. Joseph	Berrien	8	\$899.62
MI-STEP-2020	05/13/20	Owens Classic International	St. Joseph	Berrien	8	\$900.00
MI-STEP-2020	03/24/20	Challenger Communications	Albion	Calhoun	8	\$2,346.00
MI-STEP-2020	02/06/20	Viking Satcom, LLC	Albion	Calhoun	8	\$13,713.50
MI-STEP-2020	01/10/20	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,531.50
MI-STEP-2020	08/18/20	Professional Apparel Company	Battle Creek	Calhoun	8	\$2,745.00
MI-STEP-2020	04/06/20	Fontijne Grotnes	Niles	Cass	8	\$964.03
MI-STEP-2020	04/19/20	Fontijne Grotnes	Niles	Cass	8	\$1,205.30
MI-STEP-2020	11/15/19	Classic Instruments	Boyne City	Charlevoix	2	\$4,048.66
MI-STEP-2020	12/15/19	Liebner Enterprises	Cheboygan	Cheboygan	3	\$864.62
MI-STEP-2020	10/14/19	Messersmith Manufacturing Inc.	Bark River	Delta	1	\$1,029.84
MI-STEP-2020	11/15/19	Hurley Marine Inc.	Escanaba	Delta	1	\$7,768.27
MI-STEP-2020	01/29/20	Hurley Marine Inc.	Escanaba	Delta	1	\$4,111.71
MI-STEP-2020	12/16/19	Independent Machine Company (IMC)	Escanaba	Delta	1	\$1,213.76
MI-STEP-2020	12/27/19	Race Ramps LLC (formerly Brute Industries Inc.)	Escanaba	Delta	1	\$15,000.00
MI-STEP-2020	01/03/20	Marbles Gun Sights Inc. (Marble Arms)	Gladstone	Delta	1	\$4,634.53
MI-STEP-2020	12/09/19	Pisces Fish Machinery Inc.	Wells	Delta	1	\$6,662.50
MI-STEP-2020	03/23/20	Lifeline Firehose	Lansing	Eaton	7	\$750.00
MI-STEP-2020	09/18/20	Lifeline Firehose	Lansing	Eaton	7	\$6,571.05
MI-STEP-2020	11/10/19	AeroTrain Corp.	Flint	Genesee	6	\$2,482.93
MI-STEP-2020	03/06/20	Carefluence	Grand Blanc	Genesee	6	\$750.00
MI-STEP-2020	10/10/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$1,405.85
MI-STEP-2020	10/30/19	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$661.49
MI-STEP-2020	01/08/20	Hougen Manufacturing Inc.	Swartz Creek	Genesee	6	\$643.24
MI-PEP-2020	02/28/20	Roll-Rite	Gladwin	Gladwin	5	\$12,000.00

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	12/09/19	Hayes Manufacturing Inc.	Fife Lake	Grand Traverse	2	\$1,703.75
MI-PEP-2020	03/06/20	Hayes Manufacturing Inc.	Fife Lake	Grand Traverse	2	\$8,532.30
MI-STEP-2020	01/03/20	Altus Brands LLC	Traverse City	Grand Traverse	2	\$12,661.10
MI-STEP-2020	01/03/20	Altus Brands LLC	Traverse City	Grand Traverse	2	\$1,512.96
MI-STEP-2020	01/06/20	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,146.22
MI-STEP-2020	01/25/20	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,002.64
MI-STEP-2020	02/24/20	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$1,450.00
MI-STEP-2020	08/31/20	Boride Engineered Abrasives	Traverse City	Grand Traverse	2	\$6,000.00
MI-STEP-2020	09/20/20	Cone Drive Operations Inc.	Traverse City	Grand Traverse	2	\$705.00
MI-STEP-2020	10/31/19	Electro-Optics Technology Inc.	Traverse City	Grand Traverse	2	\$3,326.56
MI-STEP-2020	11/25/19	Miniature Golf Services by Arne Lundmark dba Adventure Golf Services	Traverse City	Grand Traverse	2	\$4,204.86
MI-STEP-2020	10/15/19	RJG Inc.	Traverse City	Grand Traverse	2	\$15,000.00
MI-STEP-2020	10/18/19	World Trade Press	Traverse City	Grand Traverse	2	\$1,454.85
MI-STEP-2020	05/05/20	Nitrate Elimination Co. LLC dba NECi Superior Enzymes	Lake Linden	Houghton	1	\$1,900.00
MI-STEP-2020	09/17/20	Nitrate Elimination Company LLC dba NECi Superior Enzymes	Lake Linden	Houghton	1	\$3,750.00
MI-STEP-2020	01/15/20	NFI National Filters Inc.	Harbor Beach	Huron	6	\$6,178.49
MI-STEP-2020	05/27/20	7C Lingo	Lansing	Ingham	7	\$4,500.00
MI-STEP-2020	12/15/19	IMPCO Microfinishing	Lansing	Ingham	7	\$560.23
MI-STEP-2020	11/15/19	Granco Clark	Belding	Ionia	4	\$6,700.00
MI-STEP-2020	11/25/19	MVP Medical Products LLC	Ionia	Ionia	4	\$722.70
MI-STEP-2020	11/25/19	Portland Products	Portland	Ionia	4	\$2,883.49
MI-STEP-2020	01/10/20	Central Arms LLC	Mt. Pleasant	Isabella	5	\$1,342.96
MI-STEP-2020	11/07/19	Q-Sage Inc.	Mt. Pleasant	Isabella	5	\$451.28
MI-STEP-2020	11/07/19	Q-Sage Inc.	Mt. Pleasant	Isabella	5	\$1,801.16
MI-STEP-2020	11/15/19	Bandit Industries	Remus	Isabella	5	\$445.28
MI-STEP-2020	01/10/20	Bandit Industries	Remus	Isabella	5	\$1,277.13

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	06/06/20	Bandit Industries	Remus	Isabella	5	\$12,481.90
MI-STEP-2020	02/21/20	Morbark Industries Inc.	Winn	Isabella	5	\$15,000.00
MI-STEP-2020	11/10/19	Lomar Machine & Tool Company	Horton	Jackson	9	\$2,310.51
MI-STEP-2020	11/26/19	Keystone Manufacturing	Kalamazoo	Kalamazoo	8	\$5,228.89
MI-STEP-2020	02/27/20	Landscape Forms	Kalamazoo	Kalamazoo	8	\$14,250.00
MI-STEP-2020	11/06/19	NxtWall	Kalamazoo	Kalamazoo	8	\$2,338.19
MI-STEP-2020	01/06/20	Stille LLC	Kalamazoo	Kalamazoo	8	\$8,771.59
MI-STEP-2020	10/10/19	Independent Drum Lab LLC	Portage	Kalamazoo	8	\$1,444.95
MI-STEP-2020	11/06/19	C2Dx	Schoolcraft	Kalamazoo	8	\$1,817.10
MI-STEP-2020	01/23/20	C2Dx	Schoolcraft	Kalamazoo	8	\$656.25
MI-STEP-2020	03/19/20	Michigan Software Labs	Ada	Kent	4	\$13,000.00
MI-STEP-2020	03/31/20	M-Industries LLC	Ada	Kent	4	\$347.26
MI-STEP-2020	02/25/20	BPV Environmental	Byron Center	Kent	4	\$13,485.35
MI-STEP-2020	04/19/20	OrVance	Caledonia	Kent	4	\$563.51
MI-STEP-2020	10/14/19	WaterSolve LLC	Caledonia	Kent	4	\$1,773.76
MI-STEP-2020	10/14/19	TACK Electronics Inc.	Cascade Township	Kent	4	\$3,875.86
MI-STEP-2020	10/24/19	Kamps Hardwoods	Gaines Township	Kent	4	\$958.09
MI-STEP-2020	10/24/19	Kamps Hardwoods	Gaines Township	Kent	4	\$1,923.48
MI-STEP-2020	08/31/20	Bulman Products	Grand Rapids	Kent	4	\$9,000.00
MI-STEP-2020	09/09/20	Bulman Products	Grand Rapids	Kent	4	\$6,000.00
MI-STEP-2020	01/08/20	Curriculum Crafter	Grand Rapids	Kent	4	\$2,918.18
MI-STEP-2020	05/05/20	Curriculum Crafter	Grand Rapids	Kent	4	\$4,500.00
MI-STEP-2020	01/07/20	CycleSafe Inc.	Grand Rapids	Kent	4	\$536.07
MI-STEP-2020	01/08/20	Down Inc.	Grand Rapids	Kent	4	\$4,260.87
MI-STEP-2020	02/11/20	Firstronic, LLC	Grand Rapids	Kent	4	\$14,750.00
MI-STEP-2020	03/24/20	Lindenwood Inc. dba Uncle Goose	Grand Rapids	Kent	4	\$4,350.60
MI-STEP-2020	09/15/20	MajesTec 125 LLC dba FreedomLift	Grand Rapids	Kent	4	\$4,467.35
MI-STEP-2020	11/20/19	Notions Marketing Corp.	Grand Rapids	Kent	4	\$10,916.53
MI-STEP-2020	10/30/19	Oktober LLC	Grand Rapids	Kent	4	\$1,650.00
MI-STEP-2020	03/31/20	Spectrum Industries Inc.	Grand Rapids	Kent	4	\$2,755.76
MI-PEP-2020	10/24/19	Supply Chain Shipping LLC	Grand Rapids	Kent	4	\$3,628.90
MI-PEP-2020	01/10/20	Supply Chain Shipping LLC	Grand Rapids	Kent	4	\$3,880.53
MI-PEP-2020	01/13/20	Supply Chain Shipping LLC	Grand Rapids	Kent	4	\$1,925.12
MI-PEP-2020	05/08/20	Supply Chain Shipping LLC	Grand Rapids	Kent	4	\$4,500.00

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-PEP-2020	09/25/20	Supply Chain Shipping LLC	Grand Rapids	Kent	4	\$750.00
MI-STEP-2020	12/15/19	The Mackinac Technology Co.	Grand Rapids	Kent	4	\$3,000.00
MI-STEP-2020	10/31/19	Unist Inc.	Grand Rapids	Kent	4	\$7,906.50
MI-STEP-2020	02/10/20	Unist Inc.	Grand Rapids	Kent	4	\$2,932.98
MI-STEP-2020	03/31/20	Unist Inc.	Grand Rapids	Kent	4	\$3,658.80
MI-STEP-2020	09/09/20	Unist Inc.	Grand Rapids	Kent	4	\$501.72
MI-STEP-2020	10/14/19	Vista IT Group	Grand Rapids	Kent	4	\$3,172.31
MI-STEP-2020	11/18/19	Vista IT Group	Grand Rapids	Kent	4	\$1,898.63
MI-STEP-2020	11/25/19	Vista IT Group	Grand Rapids	Kent	4	\$1,095.48
MI-STEP-2020	11/15/19	VS Aviation LLC	Grand Rapids	Kent	4	\$544.62
MI-STEP-2020	06/08/20	EZBannerz LLC	Grandville	Kent	4	\$6,036.84
MI-STEP-2020	01/08/20	Workhorse Irons	Grandville	Kent	4	\$1,026.76
MI-STEP-2020	01/23/20	Workhorse Irons	Grandville	Kent	4	\$1,120.28
MI-STEP-2020	03/03/20	Workhorse Irons	Grandville	Kent	4	\$635.77
MI-STEP-2020	12/09/19	International Met Systems	Kentwood	Kent	4	\$3,172.73
MI-STEP-2020	12/18/19	Medicus Health	Kentwood	Kent	4	\$4,698.01
MI-STEP-2020	02/06/20	Mobile Defenders	Kentwood	Kent	4	\$3,000.00
MI-STEP-2020	04/29/20	Mobile Defenders	Kentwood	Kent	4	\$1,224.29
MI-STEP-2020	06/06/20	Trueline Health LLC	Kentwood	Kent	4	\$1,580.53
MI-STEP-2020	06/08/20	Trueline Health LLC	Kentwood	Kent	4	\$282.83
MI-STEP-2020	02/06/20	General Formulations	Sparta	Kent	4	\$1,309.56
MI-STEP-2020	05/27/20	General Formulations	Sparta	Kent	4	\$12,223.50
MI-STEP-2020	05/27/20	General Formulations	Sparta	Kent	4	\$1,466.94
MI-STEP-2020	11/04/19	Altus	Walker	Kent	4	\$3,272.43
MI-STEP-2020	11/05/19	RoMan Manufacturing Inc.	Wyoming	Kent	4	\$6,321.63
MI-STEP-2020	10/28/19	Viking Spas	Wyoming	Kent	4	\$15,000.00
MI-STEP-2020	12/03/19	Interpower Induction USA	Almont	Lapeer	6	\$1,416.77
MI-STEP-2020	03/06/20	Interpower Induction USA	Almont	Lapeer	6	\$1,113.15
MI-STEP-2020	11/18/19	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$1,244.84
MI-STEP-2020	09/09/20	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$9,534.25
MI-STEP-2020	9/09/20	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$1,440.00
MI-STEP-2020	09/09/20	Binsfeld Engineering Inc.	Maple City	Leelanau	2	\$900.00
MI-STEP-2020	10/15/19	Zero Gravity Filters	Brighton	Livingston	9	\$1,738.98
MI-STEP-2020	11/25/19	Zero Gravity Filters	Brighton	Livingston	9	\$1,614.45
MI-STEP-2020	11/25/19	Zero Gravity Filters	Brighton	Livingston	9	\$600.00
MI-STEP-2020	02/07/20	Zero Gravity Filters	Brighton	Livingston	9	\$2,223.91
MI-STEP-2020	06/08/20	Armor Protective Packaging Inc.	Howell	Livingston	9	\$4,500.00
MI-STEP-2020	12/19/19	Innovative Waterproofing Solutions	Chesterfield	Macomb	10	\$600.00

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	10/16/19	Offshore Spars	Chesterfield	Macomb	10	\$407.91
MI-STEP-2020	11/01/19	Offshore Spars	Chesterfield	Macomb	10	\$9,230.83
MI-STEP-2020	01/09/20	Hydra-Lock Corp.	Mount Clemens	Macomb	10	\$8,550.20
MI-STEP-2020	07/01/20	AHB Tooling & Machinery LLC dba AHB Tooling & Machinery	Roseville	Macomb	10	\$4,500.00
MI-STEP-2020	06/03/20	Avon Machining	Shelby Township	Macomb	10	\$1,814.76
MI-STEP-2020	06/25/20	Avon Machining	Shelby Township	Macomb	10	\$643.75
MI-STEP-2020	01/22/20	Diagnostic Instruments ba Spot Imaging Solutions	Sterling Heights	Macomb	10	\$3,378.20
MI-STEP-2020	01/03/20	Mettle Ops	Sterling Heights	Macomb	10	\$391.63
MI-STEP-2020	01/23/20	RoboVent Solutions Group	Sterling Heights	Macomb	10	\$1,942.25
MI-STEP-2020	10/15/19	eVitamins	Utica	Macomb	10	\$2,068.98
MI-STEP-2020	10/15/19	eVitamins	Utica	Macomb	10	\$6,000.00
MI-STEP-2020	05/26/20	eVitamins	Utica	Macomb	10	\$3,000.00
MI-STEP-2020	07/16/20	eVitamins	Utica	Macomb	10	\$3,931.02
MI-PEP-2020	11/18/19	CEC Controls Company Inc.	Warren	Macomb	10	\$3,268.76
MI-STEP-2020	09/25/20	College Park Industries (CPI)	Warren	Macomb	10	\$3,043.65
MI-STEP-2020	09/28/20	GCH Tool Group	Warren	Macomb	10	\$1,010.00
MI-STEP-2020	02/01/20	Gibbs Machinery Co.	Warren	Macomb	10	\$3,720.06
MI-STEP-2020	02/13/20	Gibbs Machinery Co.	Warren	Macomb	10	\$3,514.93
MI-STEP-2020	01/22/20	Industrial Control Repair	Warren	Macomb	10	\$1,319.96
MI-STEP-2020	07/01/20	Octava	Warren	Macomb	10	\$5,250.00
MI-STEP-2020	03/06/20	Proper Group International	Warren	Macomb	10	\$2,237.29
MI-STEP-2020	01/09/20	SkyBlade Fan Company	Warren	Macomb	10	\$3,194.82
MI-STEP-2020	12/11/19	Saint Clair Systems	Washington Township	Macomb	10	\$910.29
MI-STEP-2020	06/25/20	Saint Clair Systems	Washington Township	Macomb	10	\$7,500.00
MI-STEP-2020	10/16/19	MR Products Inc.	Copemish	Manistee	2	\$3,852.50
MI-STEP-2020	11/10/19	MR Products Inc.	Copemish	Manistee	2	\$8,716.76
MI-STEP-2020	03/20/20	Dr. Shrink Inc.	Manistee	Manistee	2	\$3,994.97
MI-STEP-2020	04/03/20	Dr. Shrink Inc.	Manistee	Manistee	2	\$4,616.83
MI-STEP-2020	04/27/20	Dr. Shrink Inc.	Manistee	Manistee	2	\$711.18
MI-STEP-2020	05/26/20	Dr. Shrink Inc.	Manistee	Manistee	2	\$4,500.00
MI-STEP-2020	10/14/19	Argonics Inc.	Gwinn	Marquette	1	\$2,312.28
MI-STEP-2020	01/10/20	Argonics Inc.	Gwinn	Marquette	1	\$6,788.06

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	03/03/20	Enstrom Helicopter Corp.	Menominee	Menominee	1	\$7,500.00
MI-STEP-2020	10/14/19	Advanced Blending Solutions LLC	Wallace	Menominee	1	\$7,471.16
MI-STEP-2020	11/25/19	Impact Analytical	Midland	Midland	5	\$4,730.73
MI-STEP-2020	04/29/20	Impact Analytical	Midland	Midland	5	\$5,883.89
MI-STEP-2020	11/10/19	RightAnswer.com	Midland	Midland	5	\$682.30
MI-STEP-2020	11/12/19	RightAnswer.com	Midland	Midland	5	\$2,237.51
MI-STEP-2020	09/09/20	RightAnswer.com	Midland	Midland	5	\$3,166.09
MI-STEP-2020	01/03/20	The Bohning Co.	Lake City	Missaukee	2	\$6,714.55
MI-STEP-2020	05/27/20	The Bohning Co.	Lake City	Missaukee	2	\$8,285.45
MI-STEP-2020	10/10/19	Detroit Stoker Co.	Monroe	Monroe	9	\$1,679.70
MI-STEP-2020	10/22/19	Air Master Systems Corp.	Muskegon	Muskegon	4	\$1,335.38
MI-STEP-2020	04/16/20	Air Master Systems Corp.	Muskegon	Muskegon	4	\$209.93
MI-PEP-2020	10/10/19	L3 Harris Combat Propulsion Systems	Muskegon	Muskegon	4	\$4,174.01
MI-STEP-2020	01/29/20	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$214.29
MI-STEP-2020	02/06/20	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$360.00
MI-STEP-2020	02/21/20	M Argueso & Company Inc.	Muskegon	Muskegon	4	\$300.50
MI-STEP-2020	10/10/19	Anderson Global	Muskegon Heights	Muskegon	4	\$536.05
MI-STEP-2020	10/10/19	Anderson Global	Muskegon Heights	Muskegon	4	\$832.74
MI-STEP-2020	10/17/19	Challenge Machinery Co.	Norton Shores	Muskegon	4	\$5,712.06
MI-STEP-2020	10/22/19	Challenge Machinery Co.	Norton Shores	Muskegon	4	\$6,157.16
MI-STEP-2020	10/14/19	Titan Tool and Die Inc.	Norton Shores	Muskegon	4	\$706.88
MI-STEP-2020	03/27/20	Noble Company	Spring Lake	Muskegon	4	\$204.26
MI-STEP-2020	04/03/20	Noble Company	Spring Lake	Muskegon	4	\$9,562.09
MI-STEP-2020	02/10/20	Fluxtrol Inc.	Auburn Hills	Oakland	10	\$2,066.72
MI-STEP-2020	02/10/20	Fluxtrol Inc.	Auburn Hills	Oakland	10	\$1,393.53
MI-STEP-2020	01/29/20	Managed Programs, LLC	Auburn Hills	Oakland	10	\$2,115.59
MI-STEP-2020	11/10/19	Pairaphrase	Birmingham	Oakland	10	\$1,171.89
MI-STEP-2020	10/17/19	Systems Specialties	Bloomfield Hills	Oakland	10	\$2,789.93
MI-STEP-2020	01/13/20	Atom Technology	Clarkston	Oakland	10	\$4,689.35
MI-STEP-2020	02/27/20	Safe n Simple	Clarkston	Oakland	10	\$1,779.38
MI-STEP-2020	12/09/19	Global Health Services Network	Farmington	Oakland	10	\$2,787.40
MI-STEP-2020	02/03/20	Dearborn Group Inc. aka DG Technologies	Farmington Hills	Oakland	10	\$1,778.09
MI-STEP-2020	10/14/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,092.43

INTERNATIONAL TRADE SERVICES *continued*

MI-STEP/MI-PEP REIMBURSEMENTS <i>continued</i>						
Fiscal year 2020: 10/01/2019–09/30/2020						
Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	10/14/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,451.98
MI-STEP-2020	10/31/19	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,333.36
MI-STEP-2020	01/23/20	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$2,762.33
MI-STEP-2020	01/27/20	Electro-Matic Products Inc.	Farmington Hills	Oakland	10	\$1,048.68
MI-STEP-2020	04/19/20	SK International	Farmington Hills	Oakland	10	\$600.00
MI-STEP-2020	02/10/20	Wave Water Works LLC	Farmington Hills	Oakland	10	\$8,653.10
MI-STEP-2020	10/18/19	Welding Technology Corp.	Farmington Hills	Oakland	10	\$1,565.65
MI-STEP-2020	12/3/19	Welding Technology Corp.	Farmington Hills	Oakland	10	\$1,625.10
MI-STEP-2020	11/02/19	Magnetic Products Inc.	Highland Township	Oakland	10	\$6,749.46
MI-STEP-2020	01/03/20	Magnetic Products Inc.	Highland Township	Oakland	10	\$3,327.40
MI-STEP-2020	04/29/20	Magnetic Products Inc.	Highland Township	Oakland	10	\$4,500.00
MI-STEP-2020	09/01/20	Magnetic Products Inc.	Highland Township	Oakland	10	\$423.14
MI-PEP-2020	11/15/19	American Battery Solutions	Lake Orion	Oakland	10	\$1,560.13
MI-STEP-2020	03/02/20	AeroDesign Services Inc.	New Hudson	Oakland	10	\$4,696.00
MI-STEP-2020	06/23/20	DataFactZ/diwo	Northville	Oakland	10	\$600.00
MI-STEP-2020	07/01/20	DataFactZ/diwo	Northville	Oakland	10	\$2,032.73
MI-STEP-2020	03/06/20	Accurate Technologies Inc.	Novi	Oakland	10	\$1,036.66
MI-STEP-2020	12/02/19	Danlaw Inc.	Novi	Oakland	10	\$6,756.31
MI-STEP-2020	02/01/20	Danlaw Inc.	Novi	Oakland	10	\$8,243.69
MI-STEP-2020	02/02/20	Metal Craft Technologies	Novi	Oakland	10	\$2,750.87
MI-STEP-2020	09/22/20	Metal Craft Technologies	Novi	Oakland	10	\$500.00
MI-STEP-2020	10/17/19	Vanderplaats Research & Development Inc.	Novi	Oakland	10	\$1,476.83
MI-STEP-2020	05/08/20	Barron Industries Inc.	Oxford	Oakland	10	\$4,500.00
MI-STEP-2020	02/21/20	RG Resource Technologies dba Power Panel Inc.	Oxford	Oakland	10	\$989.15
MI-STEP-2020	07/17/20	RG Resource Technologies dba Power Panel Inc.	Oxford	Oakland	10	\$4,500.00
MI-STEP-2020	10/30/19	Aleva Stores–American Medical Services	Rochester Hills	Oakland	10	\$970.14
MI-STEP-2020	12/15/19	Dataspeed Inc.	Rochester Hills	Oakland	10	\$1,216.14

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	05/13/20	Dell Marking Systems Inc.	Rochester Hills	Oakland	10	\$37.50
MI-STEP-2020	10/16/19	Global Automation Technologies LLC	Rochester Hills	Oakland	10	\$1,692.58
MI-STEP-2020	10/28/19	Global Automation Technologies LLC	Rochester Hills	Oakland	10	\$600.00
MI-STEP-2020	04/22/20	Global Automation Technologies LLC	Rochester Hills	Oakland	10	\$3,500.00
MI-STEP-2020	06/08/20	Global Automation Technologies LLC	Rochester Hills	Oakland	10	\$200.00
MI-STEP-2020	11/10/19	Oxford Biomedical Research Inc.	Rochester Hills	Oakland	10	\$1,098.75
MI-STEP-2020	10/28/19	Reink Media Group LLC	Royal Oak	Oakland	10	\$7,886.31
MI-STEP-2020	10/14/19	RPB Safety LLC	Royal Oak	Oakland	10	\$15,000.00
MI-STEP-2020	01/09/20	Sterling Oil & Chemical Co.	Royal Oak	Oakland	10	\$1,575.46
MI-STEP-2020	11/15/19	MIC Customs Solutions	Southfield	Oakland	10	\$594.52
MI-STEP-2020	05/13/20	MIC Customs Solutions	Southfield	Oakland	10	\$2,500.00
MI-STEP-2020	04/03/20	Cadillac Products Automotive Company (Corporate)	Troy	Oakland	10	\$600.00
MI-STEP-2020	11/05/19	Check Technology Solutions	Troy	Oakland	10	\$399.25
MI-STEP-2020	02/06/20	Check Technology Solutions	Troy	Oakland	10	\$750.00
MI-STEP-2020	03/13/20	Detroit Engineered Products Inc.	Troy	Oakland	10	\$797.90
MI-STEP-2020	02/01/20	Jemms-Cascade Inc.	Troy	Oakland	10	\$2,252.63
MI-STEP-2020	05/13/20	Jemms-Cascade Inc.	Troy	Oakland	10	\$4,500.00
MI-STEP-2020	10/16/19	Dedoes Industries LLC	Walled Lake	Oakland	10	\$3,734.78
MI-STEP-2020	12/15/19	Herkules Equipment Corp.	Walled Lake	Oakland	10	\$1,225.00
MI-STEP-2020	12/18/19	Herkules Equipment Corp.	Walled Lake	Oakland	10	\$1,325.00
MI-STEP-2020	01/06/20	Herkules Equipment Corp.	Walled Lake	Oakland	10	\$1,800.00
MI-STEP-2020	01/06/20	Herkules Equipment Corp.	Walled Lake	Oakland	10	\$5,313.50
MI-STEP-2020	03/13/20	OPS Solutions	Wixom	Oakland	10	\$827.99
MI-STEP-2020	04/03/20	Self Lube	Coopersville	Ottawa	4	\$3,690.68
MI-STEP-2020	04/03/20	Self Lube	Coopersville	Ottawa	4	\$3,103.26
MI-STEP-2020	04/07/20	Self Lube	Coopersville	Ottawa	4	\$1,644.05
MI-STEP-2020	08/18/20	Business-Connect	Grandville	Ottawa	4	\$744.33
MI-STEP-2020	08/18/20	Business-Connect	Grandville	Ottawa	4	\$2,529.49
MI-STEP-2020	09/09/20	Business-Connect	Grandville	Ottawa	4	\$988.87
MI-STEP-2020	09/09/20	Business-Connect	Grandville	Ottawa	4	\$6,000.00
MI-STEP-2020	05/08/20	Encoris Group Corp.	Holland	Ottawa	4	\$4,500.00
MI-STEP-2020	01/03/20	Fogg Filler Co.	Holland	Ottawa	4	\$15,000.00
MI-STEP-2020	10/10/19	Harvia US Inc.	Holland	Ottawa	4	\$6,650.75
MI-STEP-2020	11/04/19	Harvia US Inc.	Holland	Ottawa	4	\$8,349.25

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	11/10/19	ITB Packaging LLC	Holland	Ottawa	4	\$1,917.29
MI-STEP-2020	01/08/20	ITB Packaging LLC	Holland	Ottawa	4	\$600.00
MI-STEP-2020	01/29/20	T & T Tools Inc.	Holland	Ottawa	4	\$5,734.00
MI-STEP-2020	12/03/19	Trans-Matic	Holland	Ottawa	4	\$3,058.38
MI-STEP-2020	11/18/19	SoundOff Signal	Hudsonville	Ottawa	4	\$3,107.25
MI-STEP-2020	04/30/20	SoundOff Signal	Hudsonville	Ottawa	4	\$1,437.39
MI-STEP-2020	01/24/20	Underground Computers Inc.	Jenison	Ottawa	4	\$2,225.14
MI-STEP-2020	06/20/20	Underground Computers Inc.	Jenison	Ottawa	4	\$6,000.00
MI-STEP-2020	10/31/19	Active Manufacturing Corp.	Spring Lake	Ottawa	4	\$4,231.50
MI-STEP-2020	10/22/19	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$5,861.39
MI-STEP-2020	12/11/19	Black Swamp Percussion LLC	Zeeland	Ottawa	4	\$6,224.63
MI-STEP-2020	01/10/20	Extol Inc.	Zeeland	Ottawa	4	\$2,767.03
MI-STEP-2020	03/31/20	Extol Inc.	Zeeland	Ottawa	4	\$581.67
MI-STEP-2020	04/03/20	Extol Inc.	Zeeland	Ottawa	4	\$370.58
MI-STEP-2020	10/30/19	Filler Specialties	Zeeland	Ottawa	4	\$7,493.93
MI-STEP-2020	06/10/20	Filler Specialties	Zeeland	Ottawa	4	\$97.43
MI-STEP-2020	06/23/20	Filler Specialties	Zeeland	Ottawa	4	\$3,116.00
MI-STEP-2020	06/25/20	Innotec	Zeeland	Ottawa	4	\$1,677.26
MI-STEP-2020	03/06/20	Ventura Manufacturing	Zeeland	Ottawa	4	\$1,660.55
MI-STEP-2020	01/24/20	Amigo Mobility International	Bridgeport	Saginaw	5	\$4,217.37
MI-STEP-2020	01/27/20	Endurance Carbide	Bridgeport	Saginaw	5	\$554.95
MI-STEP-2020	01/27/20	Banner-Day Engineering	Saginaw	Saginaw	5	\$1,908.52
MI-STEP-2020	07/30/20	Duperon Corp.	Saginaw	Saginaw	5	\$1,195.00
MI-STEP-2020	12/03/19	Turn One	Saginaw	Saginaw	5	\$920.00
MI-STEP-2020	01/06/20	Turn One	Saginaw	Saginaw	5	\$5,339.48
MI-STEP-2020	11/02/19	IQ Designs Inc.	Manistique	Schoolcraft	2	\$12,638.27
MI-STEP-2020	10/17/19	Online Engineering	Manistique	Schoolcraft	2	\$9,606.53
MI-STEP-2020	01/24/20	Online Engineering	Manistique	Schoolcraft	2	\$5,393.47
MI-PEP-2020	11/02/19	Crest Marine	Owosso	Shiawassee	9	\$14,881.07
MI-STEP-2020	11/10/19	Owosso Graphic Arts Inc.	Owosso	Shiawassee	9	\$2,798.36
MI-STEP-2020	10/31/19	Sakor Technologies Inc.	Owosso	Shiawassee	9	\$3,515.48
MI-STEP-2020	01/15/20	Sakor Technologies Inc.	Owosso	Shiawassee	9	\$2,622.58
MI-STEP-2020	08/31/20	Jacar Systems LLC	Fair Haven	St. Clair	6	\$3,510.00
MI-STEP-2020	10/17/19	Nautical Specialties	Port Huron	St. Clair	6	\$2,472.28
MI-STEP-2020	10/22/19	Nautical Specialties	Port Huron	St. Clair	6	\$3,273.53
MI-STEP-2020	11/06/19	Nautical Specialties	Port Huron	St. Clair	6	\$2,759.28
MI-STEP-2020	11/06/19	Nautical Specialties	Port Huron	St. Clair	6	\$4,118.40
MI-STEP-2020	11/15/19	Nautical Specialties	Port Huron	St. Clair	6	\$2,079.02

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-STEP-2020	10/28/19	Midwest Tool and Cutlery Co.	Sturgis	St. Joseph	8	\$1,732.94
MI-STEP-2020	03/31/20	Getman Corp.	Bangor	Van Buren	8	\$7,629.39
MI-STEP-2020	01/23/20	A & B Packing Equipment Inc.	Lawrence	Van Buren	8	\$15,000.00
MI-STEP-2020	10/15/19	Riveer Environmental	South Haven	Van Buren	8	\$1,643.28
MI-STEP-2020	10/28/19	Riveer Environmental	South Haven	Van Buren	8	\$3,167.06
MI-STEP-2020	02/01/20	Riveer Environmental	South Haven	Van Buren	8	\$1,226.85
MI-STEP-2020	01/15/20	Cliff Keen Athletic	Ann Arbor	Washtenaw	9	\$2,401.81
MI-STEP-2020	11/15/19	Coherix Inc.	Ann Arbor	Washtenaw	9	\$1,250.00
MI-STEP-2020	01/13/20	Constructive Eating Inc.	Ann Arbor	Washtenaw	9	\$3,778.44
MI-STEP-2020	02/10/20	Constructive Eating Inc.	Ann Arbor	Washtenaw	9	\$1,846.86
MI-STEP-2020	09/25/20	Constructive Eating Inc.	Ann Arbor	Washtenaw	9	\$946.25
MI-STEP-2020	10/17/19	Dog Might LLC	Ann Arbor	Washtenaw	9	\$3,000.00
MI-STEP-2020	04/30/20	Dog Might LLC	Ann Arbor	Washtenaw	9	\$3,000.00
MI-STEP-2020	12/09/19	Handholder Products Inc.	Ann Arbor	Washtenaw	9	\$5,154.10
MI-STEP-2020	10/16/19	Invia Medical Imaging Solutions	Ann Arbor	Washtenaw	9	\$9,272.34
MI-STEP-2020	01/24/20	Leon Speaker Corp.	Ann Arbor	Washtenaw	9	\$15,000.00
MI-STEP-2020	05/13/20	MedImage Inc.	Ann Arbor	Washtenaw	9	\$750.00
MI-STEP-2020	07/28/20	NeuroNexus Technologies Inc.	Ann Arbor	Washtenaw	9	\$5,407.50
MI-STEP-2020	10/31/19	NuStep	Ann Arbor	Washtenaw	9	\$3,369.13
MI-STEP-2020	05/13/20	NuStep	Ann Arbor	Washtenaw	9	\$2,965.06
MI-STEP-2020	10/09/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,072.14
MI-STEP-2020	10/10/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,494.78
MI-STEP-2020	10/16/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,341.45
MI-STEP-2020	10/31/19	OG Technologies	Ann Arbor	Washtenaw	9	\$1,709.93
MI-STEP-2020	11/01/19	OG Technologies	Ann Arbor	Washtenaw	9	\$714.28
MI-STEP-2020	01/27/20	OG Technologies	Ann Arbor	Washtenaw	9	\$1,235.90
MI-STEP-2020	02/03/20	OG Technologies	Ann Arbor	Washtenaw	9	\$1,613.36
MI-STEP-2020	02/07/20	OG Technologies	Ann Arbor	Washtenaw	9	\$1,325.99
MI-STEP-2020	11/06/19	Rosedale Products Inc.	Ann Arbor	Washtenaw	9	\$7,279.74
MI-STEP-2020	10/28/19	Xoran Technologies	Ann Arbor	Washtenaw	9	\$2,525.03
MI-STEP-2020	09/30/20	Xoran Technologies	Ann Arbor	Washtenaw	9	\$6,000.00
MI-STEP-2020	09/29/20	k-Space Associates Inc.	Dexter	Washtenaw	9	\$1,600.00
MI-STEP-2020	11/12/19	Sohner Plastics LLC	Dexter	Washtenaw	9	\$3,102.68
MI-STEP-2020	01/23/20	Akervall Technologies Inc.	Saline	Washtenaw	9	\$5,941.17
MI-STEP-2020	10/28/19	LiquidGoldConcept	Ypsilanti	Washtenaw	9	\$497.98
MI-STEP-2020	10/28/19	LiquidGoldConcept	Ypsilanti	Washtenaw	9	\$750.00
MI-STEP-2020	09/01/20	Sesame Solar Inc.	Ypsilanti	Washtenaw	9	\$147.50

INTERNATIONAL TRADE SERVICES *continued***MI-STEP/MI-PEP REIMBURSEMENTS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Program	MSF approval date	Company	Municipality	County	Region	Total reimbursement
MI-PEP-2020	01/03/20	Butzel Long	Detroit	Wayne	10	\$3,303.79
MI-STEP-2020	10/30/19	Data Security Consulting	Detroit	Wayne	10	\$2,197.60
MI-STEP-2020	01/15/20	Data Security Consulting	Detroit	Wayne	10	\$3,342.77
MI-STEP-2020	01/09/20	DetailXPerts Franchise Systems, LLC	Detroit	Wayne	10	\$2,950.00
MI-STEP-2020	01/09/20	DetailXPerts Franchise Systems, LLC	Detroit	Wayne	10	\$1,050.00
MI-STEP-2020	07/03/20	EnBiologics Inc.	Detroit	Wayne	10	\$257.22
MI-STEP-2020	12/17/19	The BTL Group	Detroit	Wayne	10	\$1,501.71
MI-STEP-2020	11/07/19	The Kirlin Company	Detroit	Wayne	10	\$4,497.23
MI-STEP-2020	11/15/19	Virtual Global Consultant Group LLC	Detroit	Wayne	10	\$2,268.34
MI-STEP-2020	11/01/19	Bromberg & Associates LLC	Hamtramck	Wayne	10	\$1,078.76
MI-STEP-2020	11/02/19	Bromberg & Associates, LLC	Hamtramck	Wayne	10	\$2,199.88
MI-STEP-2020	05/13/20	Bromberg & Associates LLC	Hamtramck	Wayne	10	\$5,792.72
MI-STEP-2020	10/24/19	Airflow Sciences Corp.	Livonia	Wayne	10	\$2,386.37
MI-STEP-2020	10/24/19	Airflow Sciences Corp.	Livonia	Wayne	10	\$3,957.31
MI-STEP-2020	10/24/19	Airflow Sciences Corp.	Livonia	Wayne	10	\$1,907.44
MI-STEP-2020	11/02/19	Airflow Sciences Corp.	Livonia	Wayne	10	\$165.84
MI-STEP-2020	02/03/20	Airflow Sciences Corp.	Livonia	Wayne	10	\$3,112.63
MI-STEP-2020	03/16/20	Airflow Sciences Corp.	Livonia	Wayne	10	\$292.03
MI-STEP-2020	08/06/20	Airflow Sciences Corp.	Livonia	Wayne	10	\$2,512.27
MI-STEP-2020	11/04/19	Millbrook Revolutionary Engineering	Livonia	Wayne	10	\$1,255.36
MI-STEP-2020	11/06/19	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$2,064.27
MI-STEP-2020	11/15/19	Tyndell Photographic & Art Supplies	Livonia	Wayne	10	\$251.71
MI-STEP-2020	08/31/20	Link Engineering Company	Plymouth	Wayne	10	\$500.00
MI-STEP-2020	09/25/20	Link Engineering Company	Plymouth	Wayne	10	\$164.67
MI-STEP-2020	02/04/20	Pi Innovo	Plymouth	Wayne	10	\$2,178.10
MI-STEP-2020	11/15/19	Stonebridge Coatings Laboratory	Plymouth	Wayne	10	\$1,334.96
MI-STEP-2020	11/12/19	Logos Logistics Inc.	Romulus	Wayne	10	\$3,000.00
MI-STEP-2020	05/11/20	Preferred Packaging Solutions Inc.	Taylor	Wayne	10	\$600.00
TOTAL REIMBURSEMENTS						\$1,269,633.95

MICHIGAN FILM & DIGITAL MEDIA OFFICE ANNUAL REPORT**GENERAL SERVICES OFFERED**

Fiscal year 2020: 10/01/2019–09/30/2020

For over 30 years, the Michigan Film & Digital Media Office (MFDMO) has positioned Michigan as a worldwide production destination for the film, digital media, and creative industries. Often the first point of contact for productions, the MFDMO provides the following services, creating a competitive business climate to attract domestic and international production activity from out of state and grow creative industries business of Michigan residents. These services are offered free of charge to any and all professional and student productions.

Website: michiganbusiness.org/mifilmanddigital	The Michigan Film & Digital Media Office website is the one stop shop for all individuals working or seeking work in the creative industries. Also, the website provides detailed information for those with a general interest in the operation of the office and the services provided. The website includes a job portal for those seeking/hiring for jobs in the creative industries. The website also has resources for educators, students, filmmakers, and game developers.
Production directory	Searchable online directory which features 4,147 approved crew and vendors that provide support services for the film and digital industries.
Locations directory	Searchable online directory which houses 6,044 locations/properties throughout the state of Michigan. Locations directory is utilized as a source for film and television productions, commercials, still photography shoots, and miscellaneous events.
Locations scouting	Office provides customized location packages and up to two days of complimentary location scouting services, primarily leveraged by outside productions that are surveying states across the nation for site selection. The office refers productions to professional resident location managers/scouts.
Permitting	Assist in-state and out-of-state clients on permitting issues at the municipal, county, state and federal levels of government.
Social media platforms/newsletter	MFDMO maintains a presence on Facebook and Twitter. Maintains 12,439 followers on Facebook and 3,579 followers on Twitter. The monthly electronic newsletter is sent to a distribution list of 6,018 individuals.
Google clubs and number of participants	Number of schools/organizations to register: 460 Number of Google CS First Clubs started: 1,286 Number of students enrolled in Google CS First clubs: 16,737
Guinness World Record attempt (Dec. 11, 2020)	1,922 participants needed to complete the lesson in order to set the record; 1,633 participants were able to complete the lesson in the timeframe for various reasons.
	4,133 participants actually engaged the lesson! While the title was not secured, the primary goal of increasing access to computer science education was achieved. While these students were not able to fully complete the lesson in the time frame for various reasons, the bottom line is that this attempt reached 4,133 people, engaged them in a fun coding activity during Computer Science Education Week, and taught them a great deal more about computer programming than they had known before.

Note: While no new credits or incentives can be offered through the Michigan Film and Digital Media Production Assistance Program, the MFDMO continues to process incentive claims for previously awarded projects, which is described later in this report under Michigan Film Incentives.

MFDMO ANNUAL REPORT *continued***GENERAL SERVICES PROVIDED**

Fiscal year 2020: 10/01/2019–09/30/2020

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
October	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Royal Starr Film Festival	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Feature film	My Soul to Keep	Rochester Hills, West Bloomfield Township, Pontiac, West Bloomfield and Wolverine	\$659,713	Promoted socially
	Creative events	Studio Park Project Opening	Grand Rapids	n/a	Promoted socially
	Film festival	Buster Keaton Film Festival	Muskegon	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Creative programming	MFDMO Monthly Newsletter	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	n/a	Promoted socially
	Education event	Mosaic Film Experience	Grand Rapids	n/a	Promoted socially
	Film series	Open Projector Night—UICA	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Thriller! Chiller!! Film Festival	Grand Rapids	n/a	Promoted socially
	Digital media	Digital Marketing Workshop (Ypsilanti)	Ypsilanti	n/a	Promoted on social media, website and in monthly newsletter
	Education event	K–12 CS Summit	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Fresh Coast Film Festival	Marquette	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Desmond District Demons	Port Huron	n/a	Promoted socially
	Filmmaker event	Detroit 48 Hour Film Horror Project	Detroit	n/a	Promoted socially
	Creative events	ArtPrize: Project 1	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Special event	Film Lab Grand Opening	Detroit	n/a	Promoted socially
	Short film	The Tunnel	Statewide	n/a	Promoted socially
November	Music festival	Lamp Light Music Festival	Grand Rapids	n/a	Promoted on social media, website and in monthly newsletter
	Creative programming	Hallmark HOF Michigan Movies	Statewide	n/a	Promoted socially
	Film festival	East Lansing Film Festival	East Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Education event	Mosaic Film Experience	Grand Rapids	n/a	Promoted socially
	Cross-promotion	Veteran's Day Observance	Statewide	n/a	Promoted socially
	Government	Michigan Film Office Advisory Council Meeting	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker Event	Filmmaker Meetup	Ypsilanti	n/a	Promoted socially

MFMDO ANNUAL REPORT *continued***GENERAL SERVICES PROVIDED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
November	Call for submissions	Capital City Film Festival	Lansing	n/a	Promoted socially
	Creative programming	IGDA Detroit Meetup	Southfield	n/a	Promoted socially
	Creative programming	Storytelling Beyond Words: Opera GR & Mosaic	Grand Rapids	n/a	Promoted socially
	Creative programming	26 Popular Streaming Services, Decoded	Statewide	n/a	Promoted socially
	Short film	Dodge & Miles	Detroit	n/a	Promoted socially
	Filmmaker event	HHM Film Festivus	Bay City	n/a	Promoted socially
December	Education event	Computer Science Education Week	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Education event	Hour of Code	Statewide	n/a	Promoted socially
	Film news	50 Essential Movies Set in Michigan	Statewide	n/a	Promoted socially
	Film event	Elf Screening	Ann Arbor	n/a	Promoted socially
	Film news	The Entire Friday the 13th Story Finally Explained	Statewide	n/a	Promoted socially
	Job posting	Call for Location Scout	Battle Creek	n/a	Promoted socially
	Call for submissions	Idlewild International Film Festival	Idlewild	n/a	Promoted on social media, website and in monthly newsletter
Call for submissions	GRFF36 Hour Film Challenge	Grand Rapids	n/a	Promoted socially	
January	Cross-promotion	DNR Happy Little 5k/Run for the Trees	Statewide	n/a	Promoted socially
	Call for submissions	Threadbare Mitten Film Festival	Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Call for submissions	Student Production Awards	Statewide	n/a	Promoted socially
	Call for submissions	I See You Awards	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Call for submissions	Kresge Art Foundation	Statewide	n/a	Promoted on social media and in monthly newsletter
	Call for submissions	Isle Royale Artist Residency	Statewide	n/a	Promoted socially
	Feature film	Goalie	Statewide	n/a	Promoted socially
	Film festival	Thunder Bay International Film Festival	Alpena	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Central Michigan International Film Festival	Mt. Pleasant	n/a	Promoted on social media, website and in monthly newsletter
	Film festival	Greater Farmington Film Festival	Farmington	n/a	Promoted on social media, website and in monthly newsletter

MFMDO ANNUAL REPORT *continued***GENERAL SERVICES PROVIDED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
February	Creative events	Art & Craft Beer Festival	Lansing	n/a	Promoted socially
	Filmmaker event	Compass College Open House	Grand Rapids	n/a	Promoted socially
	Film Festival	MSU LatinX Film Festival	East Lansing	n/a	Promoted on social media and in monthly newsletter
	Music Event	Movement Electronic Music Festival	Detroit	n/a	Promoted on social media and in monthly newsletter
	Music Event	Wu-Tang Clan/Detroit Symphony Orchestra Collaboration	Detroit	n/a	Promoted socially
	Filmmaker Event	Fortnight Film Contest	Lansing	n/a	Promoted socially
	Special Event	Governor's Conference on Tourism	Grand Rapids	n/a	Promoted on social media and in monthly newsletter
	Film Festival	Capital City Film Festival	Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Digital Media	Google CS First	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Freep Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Creative Events	MSU Comic Book Forum	East Lansing	n/a	Promoted socially
	Call for Submissions	Freep Film Festival	Detroit	n/a	Promoted socially
	Special Event	30th Anniversary of Grosse Pointe Blank—Freep	Detroit	n/a	Promoted socially
	Music Event	Hamtramck Music Festival	Hamtramck	n/a	Promoted socially
	Film Event	Coming to America Screening—CCFF	Lansing	n/a	Promoted socially
	Casting Call	No Sudden Move	Detroit	n/a	Promoted socially
March	Film Event	MiFIA Cocktail Mixer	Detroit	n/a	Promoted socially
	Creative Events	IGDA Meetup	Southfield	n/a	Promoted socially
	Creative Programming	The State of Superior Podcast	Upper Peninsula	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Ann Arbor Film Festival	Ann Arbor	n/a	Promoted on social media, website and in monthly newsletter
	Creative Programming	Art Space Market Survey	Mt. Clemens	n/a	Promoted socially
	Filmmaker Event	Filmmaker Community Mixer—Royal Starr FF	Royal Oak	n/a	Promoted socially
	Call for Submissions	St. Louis Science Fiction & Fantasy Short Film Festival	Statewide	n/a	Promoted socially
	Film Festival	Capital City Film Festival	Lansing	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Greater Farmington Film Festival	Farmington	n/a	Promoted socially
Film Series	HHM Film Series: Three Identical Strangers	Bay City	n/a	Promoted socially	

MFMDO ANNUAL REPORT *continued***GENERAL SERVICES PROVIDED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
March	Cross-Promotion	COVID-19 Small Business Relief: MEDC	Statewide	n/a	Promoted socially
	Film Festival	Meijer Great Choices Student Film Festival	Statewide	n/a	Promoted socially
	Film News	Redford Theater	Redford	n/a	Promoted socially
	Music News	Michigan Musicians Article	Statewide	n/a	Promoted socially
	Call for Submissions	Roy W. Dean Film Grant	Statewide	n/a	Promoted socially
April	Film News	Netflix Small Business Pledge	Statewide	n/a	Promoted socially
	Music Event	Detroit Music Awards	Detroit	n/a	Promoted on social media and in monthly newsletter
	Government	COVID-19 Executive Orders	Statewide	n/a	Promoted socially
	Film Festival	Cinetopia Film Festival	Ann Arbor, Dearborn, Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Cross-Promotion	Pure Michigan Business Connect Funding	Statewide	n/a	Promoted socially
	Film News	20 Movies with Michigan Ties You Can Watch Now	Statewide	n/a	Promoted socially
	Special Event	Film Festival Alliance Film Festival Day	Statewide	n/a	Promoted on social media and in monthly newsletter
	Education Event	AccelerateKid Computer Coding Workshop	Statewide	n/a	Promoted on social media and in monthly newsletter
	Government	COVID-19 Executive Orders	Statewide	n/a	Promoted socially
	Film Festival	COVID-19 Student Filmmaker Film Festival	Statewide	n/a	Promoted socially
May	Film Festival	Ann Arbor Film Festival	Troy	n/a	Promoted socially
	Government	COVID-19 Executive Orders	Statewide	n/a	Promoted socially
	Music Event	Detroit Music Awards	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Tourism Advocacy	Michigan Cares for Tourism	Statewide	n/a	Promoted on social media and in monthly newsletter
	Government	Earth Day Promotion	Statewide	n/a	Promoted socially
	Education Event	AccelerateKid Computer Coding Workshop	Statewide	n/a	Promoted on social media and in monthly newsletter
	Film Festival	DAFT Michigan Student Film Festival	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Educational Programming	Google CS First	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Film News	Detroit's Biggest Movie in Years Halted by COVID-19	Statewide	n/a	Promoted socially
	Government	Traverse Connect Webinar	Traverse City	n/a	Promoted socially
Music Event	Movement Electronic Music Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter	

MFMDO ANNUAL REPORT *continued***GENERAL SERVICES PROVIDED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

The report below includes the projects that requested assistance of the MFDMO, a listing of the services provided for each project.

Month of service	Project type	Project name	Location	Investment leveraged (estimated private investment)	Services provided by MFDMO
June	Feature Film	The Wretched	Detroit	n/a	Promoted socially
	Filmmaker Event	Online Filmmaker Community Mixer	Statewide	n/a	Promoted socially
	Film Event	The Film Lab Screenings	Hamtramck	n/a	Promoted on social media and in monthly newsletter
	Film Festival	Trinity International Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Call for Submissions	Roy W. Dean Film Grant	Statewide	n/a	Promoted socially
	Government	Small Business COVID-19 Relief: MEDC	Statewide	n/a	Promoted socially
July	Literary	Detroit Bookfest	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Government	Small Business COVID-19 Relief: MEDC	Statewide	n/a	Promoted socially
	Filmmaker Contest	48 Hour Film Project: Detroit	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Music Event	Faster Horses Music Festival	Brooklyn	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Traverse City Film Festival	Traverse City	n/a	Promoted on social media, website and in monthly newsletter
August	Film News	Netflix Showcase from Hell	Hell	n/a	Promoted socially
	Filmmaker Contest	I See You Awards	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Detroit Trinity International Film Festival	Detroit	n/a	Promoted on social media, website and in monthly newsletter
	Filmmaker Event	Film Con - Motion Picture Institute	Troy	n/a	Promoted socially
	Film Festival	I See You Awards	Royal Oak	n/a	Promoted on social media, website and in monthly newsletter
	Government	Small Business COVID-19 Relief: MEDC	Statewide	n/a	Promoted socially
September	Film Festival	Royal Starr Film Festival	SE Michigan	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Detroit SheTown Film Festival	Detroit	n/a	Promoted socially
	Feature Film	No Sudden Move	Detroit	n/a	Promoted socially
	Casting Call	True Identity	Detroit	n/a	Promoted socially
	Government	Small Business COVID-19 Relief: MEDC	Statewide	n/a	Promoted on social media, website and in monthly newsletter
	Film Festival	Soo Film Festival	Sault Ste. Marie	n/a	Promoted on social media, website and in monthly newsletter

TRIBAL BUSINESS DEVELOPMENT

The MEDC Tribal Business Development staff works closely with Michigan's 12 federally recognized Native American tribes to help them achieve their goals in the areas of economic development and community development by using a customized approach to create jobs and investment in Michigan. In FY 2020, prior to COVID-19 travel and meeting restrictions beginning in March, the MEDC conducted 17 face-to-face meetings with either tribal leadership or tribal economic development staff. Since March 2020, due to travel restrictions, MEDC tribal work has been conducted virtually with numerous video conferencing sessions or conference calls with the tribes. These meetings and video conferences are to discuss the tribes' respective economic development projects, move those projects forward to success and work on their ongoing strategies. In FY 2020, the MEDC continued its effort to have the MEDC CEO meet face-to-face with tribal leadership on their respective tribal lands. During FY 2020, MEDC conducted these CEO meetings with two tribes in addition to the five meetings completed last year. The lower number of these meetings in FY 2020 is due to COVID-19 travel and meeting restrictions. The plan is for this effort to continue into FY 2021 once in-person meetings are allowed and travel restrictions are lifted. The goal is to have the MEDC CEO ultimately meet with the leadership of all 12 federally recognized tribes. MEDC tribal business staff participates regularly in the monthly state-tribal conference calls hosted by the governor's office. In accordance with Executive Directive 2019-17, a formal tribal consultation policy was developed for both the MEDC and the Michigan Strategic Fund.

Through MEDC's corporate funding resource, five tribal economic development project grants were awarded totaling \$1,052,082. These grants were distributed to four of the Michigan tribes as noted in the spreadsheet below. These projects supported the creation of 20 new jobs and included additional investment of just over \$1 million. The ability of these projects to move forward was the direct result of assistance from the MEDC. In addition, an annual sponsorship payment was made to the organization United Tribes of Michigan. This organization is a strong partner with MEDC in advancing relationship building and direct communication with all tribal leadership. At the quarterly meetings of United Tribes of Michigan, the MEDC is provided time to present program information and have direct dialogue with the key economic development staff and leadership of the tribes. The MEDC is continuing to be the initial point of contact for the tribes when they are considering an economic development investment. As in past years, interest in tribal economic diversification grows and much of the success of the MEDC program is attributed to ongoing active tribal engagement and program flexibility.

Due to COVID-19, a decision was made to not host the annual MEDC Tribal Economic Forum in FY 2020, which usually occurs in the late spring or early fall. A virtual version of the event may occur next year, or an in-person event, depending upon the health risk conditions.

TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS

Fiscal year 2020: 10/01/2019–09/30/2020

Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant purpose	Results	
					New jobs	Additional other investment
01/29/20	Grand Traverse Band of Ottawa and Chippewa Indians	\$180,542	Grand Traverse Engineering and Construction (tribal owned company)	New machinery and equipment purchases to support a growth plan that will assist with access to new customer markets and new government contracting opportunities.	2	\$44,715
05/13/20	Hannahville Indian Community	\$60,000	Hannahville Indian Community	Land feasibility study for 87 acres across four parcels on shoreline of Lake Michigan (Little Bay De Noc) to identify best use, infrastructure needs, environmental considerations and initial engineering and design work to allow for a redevelopment project of that property.	0	\$12,000

TRIBAL BUSINESS DEVELOPMENT *continued*

TRIBAL BUSINESS DEVELOPMENT GRANTS AND PROJECTS						
Fiscal year 2020: 10/01/2019–09/30/2020						
Contract date	Tribe	MEDC amount authorized	Grant recipient	Grant purpose	Results	
					New jobs	Additional other investment
05/18/20	Sault Ste. Marie Tribe of Chippewa Indians	\$85,000	Sault Ste. Marie Tribe of Chippewa Indians	Technical assistance grant to support formation and the initial steps of a free standing economic development organization (EDO) on behalf of the tribe. The funds will be used for consulting services for legal structure, accounting and operational development, strategic planning and SBA 8(a) contracting application.	0	\$67,000
06/22/20	Grand Traverse Band of Ottawa and Chippewa Indians	\$500,000	Bay Shore Steel Works (tribal-owned company)	Several uses of the funds: 1) Purchase of new machinery and equipment to scale up a new expansion location; and 2) Building upgrades, renovations and improvements to an existing facility.	8	\$833,000
08/05/20	Pokagon Band of Potawatomi Indians	\$226,540	Seven Generations Architecture and Engineering (tribal-owned company)	Redevelopment and growth project in downtown Kalamazoo. Company is expanding by adding another location along with its current location. This expansion brings currently outsourced work to Michigan and develops a new mechanical/electrical business unit for the company.	10	\$57,000

MICHIGAN RENAISSANCE ZONE PROGRAM

The Michigan Renaissance Zone initiative was established in 1996 to foster economic development; industrial, commercial and residential improvements; prevent physical and infrastructure deterioration of defined areas; and provide for the reuse of unproductive or abandoned industrial properties. Originally, the program created nearly tax-free zones within regions for any business or resident presently in or moving into a zone for a period up to 15 years, known as geographic renaissance zones. Today, renaissance zones consist of various types of renaissance zone designations, including MSF-designated renaissance zones that specifically address project-driven designation requests, agricultural processing renaissance zones, forest products processing renaissance zones, and renewable energy renaissance zones. In all cases, the tax relief is phased out in 25 percent increments over the last three years of the zone designation.

Many of the original geographic renaissance zones have begun to phase out. In 2008, a legislative amendment

allowed a portion of an already designated geographic zone to receive a time extension or new subzone under certain conditions. These zones are required to have a job creation or capital investment to be eligible. The MSF board had the authority to grant time extensions or new subzones of certain previously designated geographic zones only through December 31, 2011. Some of the original geographic renaissance zones that received a time extension or new subzone under certain conditions prior to December 31, 2011, are still active, but new geographic renaissance zones were not designated after this time. Other types of renaissance zones, including MSF-designated renaissance zones that specifically address project-driven designation requests, agricultural processing renaissance zones, forest products processing renaissance zones, and renewable energy renaissance zones, continue to be designated after this time.

For more detailed information on this program, please see the Michigan Renaissance Zone annual report available at www.michiganbusiness.org/legislative-reports.

MICHIGAN RENAISSANCE ZONE ACTIVITY

Fiscal year 2020: 10/01/2019–09/30/2020

MSF board date	Company or renaissance zone	Location	County	MSF board action
09/22/20	Gerber Products Company	City of Fremont	Newaygo	MSF-designated Renaissance Zone Approval

NEXT MICHIGAN DEVELOPMENT CORPORATIONS

The Next Michigan Development Act, P.A. 275 of 2010, authorizes the Michigan Strategic Fund to designate up to seven Next Michigan Development Corporations (NMDCs), comprised of local government units that enter into an interlocal agreement to form a corporation. These NMDCs are empowered to recommend certification of a Next Michigan Renaissance Zone within their Next Michigan Development District, consisting of the boundaries of the component local government units. Below is a summary of the seven NMDCs.

- 1. Port Lansing NMDC** is located within the central region of Michigan with participation from City of Lansing and Ingham County. Port Lansing's supply chain assets include the Capital Region International Airport, which has the Global Logistics Centre, Foreign Trade Zone (FTZ) No. 275 and adjacent rail. The airport is minutes from I-69, I-96, and US-127 highways. www.portlansing.com
- 2. Detroit Region Aerotropolis Development Corporation** is a four-community, two-county public/private economic development partnership driving corporate expansion and new investments around Detroit Metropolitan Airport and Willow Run Airport. www.detroitaero.org
- 3. West Michigan Economic Partnership NMDC** is located within the west central region of Michigan involving participation from seven jurisdictions in Kent and Muskegon counties. Resources of interest include thriving urban centers, natural resources such as nearby Lake Michigan, and the Gerald R. Ford International Airport.

- 4. I-69 International Trade Corridor NMDC** is located in the east central region of Michigan with a depth of 32 participating jurisdictions. Resources of interest include Flint's Bishop International Airport, deep water ports, several interstate and state highway systems and the St. Clair Tunnel. www.i-69thumbregion.org
- 5. Northern Nexus NMDC** is located within the northwest region of Michigan hosting five participating jurisdictions. This region offers the use of Traverse City's Cherry Capital Airport and road infrastructure to create great opportunities for business. www.northernnexus.org
- 6. Superior Trade Zone NMDC** is located in the Upper Peninsula of Michigan hosting 20 jurisdictions. This region takes advantage of the large tracts of land geographically located near the Delta County Airport Industrial Park and the Telkyte Industrial Park located at the former Air Force base in Marquette County. The Superior Trade Zone utilizes its natural resources in the agricultural, mining and tourism industries as well as trade opportunities that occur with Canada to the north. www.superiortradezone.org
- 7. City of Detroit/Next Michigan Development Corporation** is jointly operated by Detroit city officials and the Detroit Economic Growth Corporation. It is centrally located within an extensive network of transportation assets. Support for multi-modal business needs include the Coleman A. Young International and Detroit Metropolitan Airports, the Port of Detroit, which connects the Great Lakes and the Midwest to the St. Lawrence Seaway, direct access to four of the seven U.S. Class I railroads, direct access to I-75, I-94, I-96, I-275, and

I-696 freeways and border crossing to Canada via the Detroit Windsor Tunnel, Ambassador Bridge and planned new Gordie Howe International Bridge. www.degc.org/why-detroit/incentives-and-financing

Next Michigan Renaissance Zones are project-specific and must be associated with one or more eligible Next Michigan Businesses, which are those companies engaged in multi-modal product shipment, such as logistics-based businesses. NMDCs may submit an application on behalf of an eligible business to the Michigan Strategic Fund for certification of a proposed renaissance zone designation. Up to a total of 25 eligible businesses can be certified to receive benefits under the Act, but no more than ten businesses can be certified within any one NMDC district as qualified eligible Next Michigan Businesses. Once an eligible Next Michigan Business is certified, it may begin receiving renaissance zone benefits for the duration of the designation of up to 15 years.

To date, there have been two Next Michigan Renaissance Zones designated by the Michigan Strategic Fund. Flex-N-Gate Detroit LLC received its recommendation for a Next Michigan Renaissance Zone from City of Detroit/Next Michigan Development Corporation and began receiving benefits in tax year 2017. Dakkota Integrated Systems LLC received its recommendation for a Next Michigan Renaissance Zone from City of Detroit/Next Michigan Development Corporation and will begin receiving benefits in tax year 2021.

CLASSIFICATION			INVESTMENT		JOBS						TAX INFORMATION		BENEFITS	
Company	Local unit of government	County	Required investment ¹	Reported actual investment	Projected job creation	Projected job retention	Reported current jobs ²	Reported jobs transferred to zone ³	Reported baseline jobs at designation ⁴	Reported actual job creation ⁵	Reported avg weekly wage of jobs created	% Change in taxable value (TV)	% Change in SEV	First year benefits received
Flex-N-Gate Detroit LLC ⁶	City of Detroit	Wayne	\$95,000,000	\$286,132,289	400	0	602	14	0	588	\$1,140	Did not report	Did not report	2017
Dakkota Integrated Systems LLC ^{6,7}	City of Detroit	Wayne	\$45,000,000	Did not report	400					Did not report				
TOTAL			\$140,000,000	\$286,132,289	800		602			588				

¹ Required investment information is derived from development agreement

² The number of jobs the company reported to have on December 31, 2020

³ Jobs transferred to the zone from another facility or entity owned by the same company outside of the zone

⁴ Information derived from original application or reported by the company in annual progress report

⁵ "Reported Actual Job Creation" is calculated by subtracting reported jobs transferred to zone and reported baseline jobs at zone designation from reported current jobs

⁶ Company received additional state economic incentive(s)

⁷ Company is in the process of submitting their 2020 progress report

CAPITAL CONDUIT PROGRAM

The Capital Conduit program was created to make mission investments into public/private partnerships. The program was structured with two initiatives under it: a real estate initiative and an operating company initiative. These structures were approved by the MSF board in 2011 and applications under a request for applications were received, reviewed and awarded in January 2012. Two investments were made into two awardees: Grow Michigan LLC for the operating company initiative and Develop Michigan Inc. for the real estate initiative. These investments are conditioned upon the awardee raising minimum levels of private capital with success measured by attaining specific leverage goals. For Grow Michigan LLC, the goal is 5:1 and for Develop Michigan Inc., it is 2:1.

Designed to address growth and transition for small businesses, Grow Michigan LLC (GMI) is a public/private partnership between the MEDC, MSF, Crescent Capital LLC and more than 10 large and small Michigan banks. The fund is designed to operate below the traditional mezzanine markets offering loans from \$500,000 to approximately \$3 million in a subordinated, or secondary, collateral position at attractive rates. The capital, delivered in conjunction with a senior bank lender, can help a business grow into new contracts or finance succession/

acquisition events. The fund's projects must meet public policy goals including supporting job creation and investment in Michigan.

Develop Michigan Inc. (DMI) is a public/private partnership between the MEDC, MSF, Great Lakes Capital Fund and Development Finance Group. A non-profit development finance organization, DMI is designed to finance commercial real estate projects throughout the state to stimulate community and economic development. The organization received a commitment from the MSF of up to \$20 million, which is aimed at leveraging private capital at a ratio of five private dollars for every one MSF-contributed dollar once fundraising is completed. The core activities of the fund include senior and mezzanine loans to high-value community development projects.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

CAPITAL CONDUIT AWARDS

As of September 30, 2020

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Total private investment ²	Companies invested in	Jobs created
Grow Michigan LLC ³	Plymouth	Wayne	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Grow Michigan LLC ⁴	Plymouth	Wayne	Investment	\$9,500,000	\$5,980,563	\$304,128,375	38	675
Develop Michigan Inc. ³	Lansing	Ingham	Loan	\$500,000	\$500,000	N/A	N/A	N/A
Develop Michigan Inc. ⁵	Lansing	Ingham	Loan	\$19,500,000	\$10,515,791	\$305,520,500	24	N/A
TOTAL				\$30,000,000	\$17,496,354	\$609,648,875	62	675

¹ Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.

² Total private investment is the actual amount of capital issued by the fund to an operating company or real estate project along with any other investment received concurrent to the funding provided by DMI or GMI.

³ Both Grow Michigan LLC and Develop Michigan Inc. received two separate awards; the \$500,000 loans to each organization are to be used for startup and administrative costs.

⁴ Grow Michigan LLC received a commitment from the MSF of up to \$9.5 million contingent upon private investment subscriptions to the fund. As of September 30, 2020, Grow Michigan LLC could access up to \$7 million of the total MSF commitment based on its private investment subscriptions.

⁵ Develop Michigan Inc. received a loan from the MSF in the amount of \$19.5 million contingent upon raising at least \$25.5 million in private investment. The minimum leverage threshold to close the fund and activate 100 percent of the \$19.5 million loan has been achieved. The fund, however, remains open to additional fundraising with a fund target size of \$100 million.

MICHIGAN INCOME AND PRINCIPAL-PROTECTED GROWTH FUND

The Michigan Income and Principal-protected Growth Fund (MIPPGF) was created in order to increase the availability of growth capital to lower middle market companies with capital needs of \$500,000 to \$2 million, which was determined to be an underserved market. The fund represents a partnership between the MSF and Arctaris Michigan Partners, and utilizes funding through private sources and a portion of the allocation received by Michigan from the State Small Business Credit Initiative (SSBCI). The fund is

designed to operate below the traditional senior debt and mezzanine markets, offering loans from \$500,000 to approximately \$2 million at attractive rates. The fund's projects must meet public policy goals, including supporting job creation and investment in Michigan. The investments are conditioned upon the awardee raising minimum levels of private capital with success measured by attaining specific leverage goals. For MIPPGF, the leverage ratio was set at 4:1.

MIPPGF AWARD							
As of September 30, 2020							
Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment¹	Total private investment	Companies invested in
Arctaris Michigan Partners	Grosse Pointe Farms	Wayne	Investment	\$4,500,000	\$3,307,228	\$28,984,320	7
TOTAL				\$4,500,000	\$3,307,228	\$28,984,320	7
<i>1 Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.</i>							

MICHIGAN SUPPLIER DIVERSIFICATION FUND

The Michigan Supplier Diversification Fund (MSDF) operates three loan enhancement programs designed to help traditional manufacturers capitalize on growth opportunities and add new customers. A loan enhancement program, the Michigan Loan Participation Program (LPP) offsets a borrower’s cash flow deficiency by purchasing a portion of a lender’s credit facility and offers a grace period on the MSF’s portion. A second program, the Michigan Collateral Support Program (CSP), balances a borrower’s collateral shortfall by depositing cash collateral into a lending institution to create an “in policy” loan for the senior lender. The Loan Guarantee Program (LGP) serves to provide a guarantee to the Lender for a portion of the total credit exposure. All three programs are designed

to facilitate greater access to capital and are measured according to the leverage they create.

Michigan was the first state that received federal funds through the State Small Business Credit Initiative (SSBCI), part of the Small Business Jobs Act signed into law in September 2010, and was awarded approximately \$79.1 million to back small business loans. The goal of the federal program is to help small businesses obtain loans for at least \$10 for every one dollar the state provides in support. In May 2011, the MSF board approved the SSBCI program, which is essentially a federal version of the MSDF program. Like MSDF, SSBCI also operates CSP and LPP programs.

MSDF STATE AWARDS									
Fiscal year 2020: 10/01/2019–09/30/2020									
Date of close	Company	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee ¹	Estimated annual fees ¹
10/30/19	Hosler Mechanical Inc.	Ferndale	Oakland	MSDF-CSP	\$4,000,000	\$1,996,000	Other	\$34,930	\$19,960
TOTAL					\$4,000,000	\$1,996,000		\$34,930	\$19,960

Additional loans induced by MSDF²	\$0
Total leverage	\$4,000,000
Leverage ratio	2.00

1 Closing and annual fees are different depending on whether they are a result of an MSDF program or an SSBCI (federal) program. For MSDF, all costs and fees are returned to the Jobs for Michigan Investment Fund and recommitted to the MSDF program. For SSBCI projects, they are returned to the SSBCI program and may be used either to offset costs to administer the program or to fund new transactions under the program.

2 Additional loans induced includes loans that were a part of the total loan package, but did not receive a loan enhancement.

SSBCI FEDERAL AWARDS**SSBCI FEDERAL AWARDS**

Fiscal year 2020: 10/01/2019–09/30/2020

Date of close	Company	Municipality	County	Type of funding	Total loan amount	MSF share	Current industry	Closing fee ¹	Estimated annual fees ¹
11/29/19	American Broach and Machine Company	Ann Arbor	Washtenaw	SSBCI-CSP	\$1,700,000	\$848,300	Other	\$16,996	\$8,483
01/17/20	Loose Plastics Inc.	Gladwin	Gladwin	SSBCI-CSP	\$4,660,000	\$1,369,375	Advanced manufacturing	\$23,964	\$13,694
01/17/20	Ground Test Solutions LLC	Dimondale	Ingham	SSBCI-CSP	\$1,000,000	\$499,000	Other	\$9,980	\$4,990
02/28/20	Jedco Inc.	Grand Rapids	Kent	SSBCI-CSP	\$4,000,000	\$1,996,000	Advanced manufacturing	\$34,930	\$19,960
03/27/20	Supply Line International LLC	Novi	Oakland	SSBCI-CSP	\$4,898,705	\$999,000	Other	\$19,980	\$9,990
03/31/20	NFI National Filters Inc.	Harbor Beach	Huron	SSBCI-CSP	\$394,040	\$196,625	Manufacturing	\$1,966	\$1,966
04/16/20	L&L Machine and Tool Inc.	Jackson	Jackson	SSBCI-CSP	\$1,295,000	\$646,205	Other	\$12,924	\$6,462
04/03/20	Cherry Republic	Glen Arbor	Grand Traverse	SSBCI-CSP	\$500,000	\$249,500	Other	\$2,495	\$4,990
06/26/20	Jumperz LLC	Birmingham	Oakland	SSBCI-CSP	\$360,000	\$52,000	Regional impact (other manufacturing)	\$520	\$520
TOTAL					\$18,807,745	\$6,856,005		\$123,755	\$71,055

¹ Closing and annual fees are different depending on whether they are a result of an MSDF program or an SSBCI (federal) program. For MSDF, all costs and fees are returned to the Jobs for Michigan Investment Fund and recommitted to the MSDF program. For SSBCI projects, they are returned to the SSBCI program and may be used either to offset costs to administer the program or to fund new transactions under the program.

² Additional loans induced includes loans that were a part of the total loan package, but did not receive a loan enhancement.

Additional Loans Induced by SSBCI ²	\$8,727,000
Total leverage	\$27,534,745
Leverage ratio	4.02

SMALL BUSINESS CAPITAL ACCESS PROGRAM

The Small Business Capital Access Program (SBCAP) is a loan enhancement program that uses public resources to leverage private bank financing to provide access to capital for small Michigan businesses that might not otherwise be available. SBCAP operates on a pooled reserve concept in which a reserve account at each participating bank protects each enrolled loan under the program. Participating banks throughout Michigan offer SBCAP loans directly to companies that need credit enhancement, making it possible for these companies to receive fixed asset and working capital financing. The reserve account is funded through one-time premium charges paid in equal parts by the borrower

and the lender, plus the sum of those charges will be matched by the MSF. This reserve, which grows with each subsequent loan, will offset any future losses incurred by the lender. The success of Michigan's SBCAP program, which was the first of its kind in the nation, inspired other states to copy the program.

The total balance of reserve accounts below includes balances transferred from MSF legacy programs, 21st Century Jobs Fund contributions, SSBCI contributions and the matching contributions of participating lenders and small business owners. On the following pages is a listing of the loans approved in FY 2020.

ACTIVITY SINCE INCEPTION	
Loans enrolled	2,765
MSF investment	\$6,149,667.35
Funds leveraged	\$190,882,423.81
Participating bank	Balance of reserve accounts at bank
Adventure Credit Union	\$24,870.80
Arbor Financial (Educational Community Credit Union)	\$131,532.76
Capitol National Bank	\$40,310.09
Century Bank & Trust	\$47,613.00
Chemical Bank	\$369,251.53
ChoiceOne	\$31,712.46
Christian Financial Credit Union	\$3,149.04
Comerica Bank	\$123,924.06
Commercial Bank	\$1,391,706.48
Dart Bank	\$35,537.83
First Federal of Northern Michigan	\$3,441.00
First Financial Bank	\$56,371.38
First State Bank of East Detroit	\$36,773.73
Hillsdale County National Bank	\$685,553.39
Horizon Bank	\$32,803.41
Huntington National Bank	\$1,395,231.91
Independent Bank	\$294,888.07
Isabella Bank & Trust	\$654,487.28
Lake Osceola State Bank	\$174,613.30
Mercantile Bank of Michigan 1	\$244,915.79
Old National Bank (United Bank and Trust)	\$177,562.63
Shelby State Bank	\$59,835.18
Sidney State Bank (quarterly statements)	\$31,080.88
Southern Michigan Bank & Trust	\$56,267.19
Sturgis Bank & Trust	\$7,085.89
Traverse City State Bank	\$75,551.33
Upper Peninsula State Bank	\$146,237.35
West Michigan Community Bank	\$12,578.01
West Shore Bank	\$10,227.10
TOTAL	\$6,355,112.87

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued***SBCAP LOANS: FEDERALLY FUNDED**

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Municipality	County	Award amount
Brite Beginnings Childcare Center LLC	Hastings	Barry	\$8,244
Other Body Shop Inc.	Hastings	Barry	\$1,000
The Seasonal Grille LLC	Hastings	Barry	\$750
RBM Transport LLC	Tekonsha	Calhoun	\$420
Pinnacle Food Systems Inc.	DeWitt	Clinton	\$2,250
GMC & T Inc.	Fowler	Clinton	\$1,200
Loud Sirens Inc.	St. Johns	Clinton	\$750
Willow Creek Farms Trucking	St. Johns	Clinton	\$2,250
Tony Arbour Distribution Company Inc.	Escanaba	Delta	\$2,820
Daniel Crawford and Sons LLC	Wells	Delta	\$7,920
BS Floral LLC	Charlotte	Eaton	\$2,160
2 Chefs Hearth Eatery Inc.	Traverse City	Grand Traverse	\$1,251
Foster Trenching Inc.	Ashley	Gratiot	\$2,250
Superior Management Company LLC	Ashley	Gratiot	\$1,200
Jered and Kalyn Litwiller	Carson City	Gratiot	\$2,250
Chad Lynn and Michelle Ann Peters	Ithaca	Gratiot	\$4,276
E&S Graphics Inc.	Ithaca	Gratiot	\$2,250
Gable Operations LLC	Middleton	Gratiot	\$1,800
Quincy and Rachel Seiler	Middleton	Gratiot	\$947
Seiler Swine Farm LLC	Middleton	Gratiot	\$3,583
SKG LLC	Perrinton	Gratiot	\$750
SFC AG LLC	St. Louis	Gratiot	\$3,000
JMARR Enterprises LLC	Vestaburg	Gratiot	\$11,715
AD Astra Roasters LLC	Hillsdale	Hillsdale	\$450
Hillsdale Pallet LLC	Hillsdale	Hillsdale	\$750
Lake Pleasant Recycling and Demolition LLC	Hillsdale	Hillsdale	\$900
MRDR LLC	Hillsdale	Hillsdale	\$4,800
Bayln Mercantile LLC	Litchfield	Hillsdale	\$300
Janet L. Hawkes	Litchfield	Hillsdale	\$660
Fiesta Charra East Lansing 1 Corp.	East Lansing	Ingham	\$2,250
Norton Eye Care PLLC	East Lansing	Ingham	\$1,500
Plum Crazy Sports Bar Inc.	Haslett	Ingham	\$750
Spartan Barricading & Traffic Control Inc.	Holt	Ingham	\$3,000
RAI Restoration LLC	Mason	Ingham	\$6,885
Simply Vintage Marketplace LLC	Mason	Ingham	\$750
Special Projects Engineering Inc.	Mason	Ingham	\$3,000
Smiles of Michigan PC	Okemos	Ingham	\$600
JZ Electric LLC	Belding	Ionia	\$400
Burch Tank & Truck	Mt. Pleasant	Isabella	\$15,000
Unplugged Outfitters LLC	Rosebush	Isabella	\$1,200

SMALL BUSINESS CAPITAL ACCESS PROGRAM *continued***SBCAP LOANS: FEDERALLY FUNDED** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Municipality	County	Award, amount,
Michael W Ballard Jr.	Hanover	Jackson	\$3,398
RM Johnson Group LLC	Horton	Jackson	\$5,610
Action Environment LLC	Jackson	Jackson	\$24,000
Frank M. and Tammy S. Myers	Jackson	Jackson	\$14,000
McKibbin Media Group Inc.	Jackson	Jackson	\$60,000
Mustang Garage & Storage LLC	Jackson	Jackson	\$10,815
Cloverdale Station LLC	Kalamazoo	Kalamazoo	\$4,990
Midwest Realty Group LLC	Portage	Kalamazoo	\$1,893
Jack O'Chodnick Electric LLC	Cedar Springs	Kent	\$1,500
Accel Health PLC	Grandville	Kent	\$4,140
Ground Pounder Garage LLC	Greenville	Kent	\$750
Grand River Rehabilitation LLC	Lowell	Kent	\$750
Affordable Towing & Auto Repair	Adrian	Lenawee	\$1,500
Nationwide Infrastructure LLC	Blissfield	Lenawee	\$3,606
Boulevard Market	Tecumseh	Lenawee	\$1,500
Appicelli Towing Recovery and Auto Repair LLC	Manistee	Manistee	\$285
Onsite Truck & Equipment Repair Inc.	Ludington	Mason	\$300
Sunset Rose Properties LLC	Ludington	Mason	\$300
Venue 20 LLC	Howard City	Mecosta	\$3,840
Kyle Kleiman Motorsports	Wilson	Menominee	\$1,770
Compact Tractor Sales LLC	Crystal	Montcalm	\$600
David E Cliffords Towing Inc.	Greenville	Montcalm	\$1,449
Amble Electric LLC	Lakeview	Montcalm	\$1,050
D's Diner LLC	Morley	Montcalm	\$3,136
Deal & Son Trucking LLC	Sheridan	Montcalm	\$150
L-A Diesel Service	Sheridan	Montcalm	\$300
Cusack Collision LLC	Stanton	Montcalm	\$750
Guy Hubbard	Trufant	Montcalm	\$900
Titan Tool and Die Inc.	Norton Shores	Muskegon	\$6,000
Kensington Motorsports	New Hudson	Oakland	\$3,000
CCS Technologies Inc.	Coopersville	Ottawa	\$750
Capstone Real Estate LLC	Grand Haven	Ottawa	\$2,913
Smile One Services LLC	Grand Haven	Ottawa	\$1,500
Gezon Parkway Self Storage LLC	Holland	Ottawa	\$2,250
New Finish LLC	Saginaw	Saginaw	\$750
Perry Holdings LLC	Perry	Shiawassee	\$9,150
Maru Detroit LLC	Detroit	Wayne	\$7,500
Family Supportive Services of Northern Michigan LLC	Cadillac	Wexford	\$300
TOTAL			\$287,826

PRIVATE ACTIVITY BONDS

Private Activity Bonds (PABs) provide companies with capital cost savings stemming from the difference between taxable and tax-exempt interest rates. The MSF has the authority to provide tax-exempt federal bonds. These bonds finance manufacturing projects, not-for-profit corporation projects, and solid or hazardous waste disposal facilities. PABs lower the cost of capital for mature firms and help address a critical gap in project financing throughout the state.

TAX-EXEMPT BONDS MANUFACTURING						
Fiscal year 2020: 10/01/2019–09/30/2020						
Date issued	End date	Company	Municipality	County	Approved amount	Type
10/01/19	10/01/49	Consumers Energy Company	Essexville	Bay	\$75,000,000	New
TOTAL					\$75,000,000	
TAX EXEMPT BONDS: 501(C)(3)						
Fiscal year 2020: 10/01/2019–09/30/2020						
09/24/20	05/15/44	Porter Hills Presbyterian Village/United Methodist Retirement Communities	Sparta	Kent	\$15,460,000	Refunding
TOTAL					\$15,460,000	
TAXABLE BONDS						
Fiscal year 2020: 10/01/2019–09/30/2020						
		None				
TOTAL					\$0	

FY19 PAB amount	\$11,374,652,912
FY20 Non-taxable	\$90,460,000
FY20 PAB amount	\$11,465,112,912

BUSINESS INCUBATORS AND ACCELERATORS

In March 2017, the MSF/MEDC awarded one business incubator grant for \$1,500,000. The money allocated for this award came from the Michigan Business Development Program under MSF Other Funds. In April 2017, the MSF/MEDC issued a request for proposals (RFP) for business incubators for MSF funding. Of the three proposals that were submitted, two were approved by the MSF board and were newly awarded grants totaling \$321,425. In June 2017, the MSF/MEDC awarded one additional business incubator grant for \$1,150,000. The total awarded using Entrepreneurship funds equaled \$1,471,425, and total awarded equaled \$2,971,425. In December 2018, the MSF/MEDC issued a RFP for business

incubators for MSF funding. Five proposals were submitted and approved by the MSF board and issued new grant awards totaling \$600,000. In December 2019, the MSF/MEDC issued a RFP for business incubators for MSF funding. Seven proposals were submitted and approved by the MSF board and issued new grant awards totaling \$660,000. Awardees are required to develop a dashboard of indicators to measure the effectiveness of the business incubator and accelerator program.

Results for FY 2020 are shown below. Columns for FY 2011, FY 2012, FY 2013, FY 2014, FY 2015, FY 2016, FY 2017, FY 2019 and FY 2020 awards are shown,

pursuant to Section 1034 of PA 166 of 2020, requiring dashboard indicators to be reported for the prior fiscal year and cumulatively if available. Dollars awarded in one year may be spent beyond the award year. Companies may receive services from more than one incubator.

Cumulative activity to date has resulted in the creation of 1,070 new companies, 7,792 jobs created and \$2.473 billion of new capital received by the companies that the incubators and accelerators serve. These results indicate that the business incubators are leveraging the MSF board-approved funding to accelerate the

creation and growth of new companies.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

BUSINESS INCUBATORS AND ACCELERATORS: DASHBOARD INDICATORS | Fiscal year 2020: 10/01/2019–09/30/2020

Business incubator	Municipality	County	FY 2011 grants	End date	FY 2012 grants*	End date	FY 2013 grants*	End date	FY 2014 grants*	End date	FY 2015 grants*	End date	FY 2016 grants	End date	FY 2017 grants	End date	FY 2019 grants	End date	FY 2020 grants	End date	Dollars leveraged (matching funds received due to MSF grant) ²	New companies launched ²	Businesses expanded ²	Companies served (traditional) ²	Companies served (tech) ²	New jobs created ²	Projected new jobs ²	Average annual salary of new jobs ¹	Jobs retained ⁴	Average annual salary of retained jobs ¹	SBIR/ STTR/ other federal ²	Venture capital ²	Angel funds ²	Bank/loan ²	Owner investment ²	New sales (increases in revenue) ²	Other ²	Total capital received ⁵
Michigan Tech Enterprise Corporation (MTEC) SmartZone ²³	Houghton	Houghton	\$100,000	02/28/12	\$750,000	10/01/14	\$702,000	01/31/16					\$472,426	03/31/21							\$1,550,422	76	173	207.3	1,576.2	391.0	42.0	\$49,048	3,764.2	\$54,027	\$17,328,845	\$10,617,500	\$2,455,420	\$5,073,194	\$2,617,698	\$72,280,214	\$1,500	\$110,374,372
Lansing/East Lansing SmartZone/Lansing Economic Area Partnership (LEAP) ¹⁸	Lansing/East Lansing	Ingham	\$100,000	02/28/12	\$150,000	06/30/13	\$500,000	09/30/15	\$500,000	09/30/14	\$500,000	03/31/20					\$100,000	03/31/21			\$1,587,419	124	68	270.3	1,353.7	369.3	88.1	\$42,357	324.1	\$46,236	\$7,363,751	\$17,335,000	\$6,891,500	\$2,149,000	\$1,242,166	\$9,368,980	\$1,724,475	\$46,074,872
Central Michigan University Research Corporation (CMURC) ¹	Mt. Pleasant	Isabella	\$100,000	02/28/12	\$350,000	06/30/14	\$500,000	04/01/15			\$497,750	03/31/20					\$100,000	03/31/21			\$2,891,640	118	268	2,451.6	2,249.7	655.2	911.3	\$58,001	4,142.9	\$54,944	\$3,067,733	\$10,235,500	\$18,811,511	\$26,324,311	\$15,160,804	\$39,876,165	\$725,724	\$114,201,748
Western Michigan University Homer Stryker M.D. School of Medicine ¹¹	Kalamazoo	Kalamazoo	\$100,000	02/28/12	\$600,000	06/30/14					\$500,000	03/31/20					\$100,000	03/31/21			\$453,815	24	45	614.4	660.0	277.0	0.0	\$45,125	1,944.6	\$82,533	\$44,396,675	\$174,673,702	\$67,275,348	\$6,272,623	\$6,189,209	\$567,613,002	\$2,531,738	\$868,952,296
Grand Valley State University/ West Michigan Science & Technology Initiative (WMSSTI)/ Grand Rapids SmartZone ⁸	Grand Rapids	Kent	\$100,000	06/30/12	\$500,000	03/31/15	\$840,000	04/15/18									\$155,000	03/31/21			\$1,203,028	94	47	101.0	1,425.9	279.9	63.0	\$58,162	1,664.1	\$51,150	\$3,362,306	\$10,481,000	\$11,891,967	\$1,341,000	\$1,130,850	\$9,744,297	\$5,065,624	\$43,017,044
Macomb Oakland University Incubator ¹⁶	Sterling Heights	Macomb	\$250,000	02/28/13	\$500,000	04/01/14	\$500,000	12/31/14			\$442,537	03/31/20					\$100,000	03/31/21			\$31,043	61	94	130.2	1,773.3	501.6	2,981.1	\$41,725	2,679.9	\$46,745	\$1,105,592	\$7,466,800	\$8,738,950	\$6,135,915	\$16,420,954	\$34,709,063	\$1,249,821	\$75,827,093
Midland Business Alliance Foundation ¹²	Midland	Midland			\$500,000	04/01/13	\$500,000	12/31/14			\$500,000	03/31/20					\$100,000	03/31/21			\$1,694,108	38	19	1,077.2	1,465.0	310.7	32.2	\$52,832	1,289.4	\$50,035	\$63,500	\$11,238,975	\$26,751,030	\$862,800	\$2,555,877	\$37,473,294	\$12,894,991	\$91,840,467
Muskegon Innovation Hub at Grand Valley State University ¹³	Muskegon	Muskegon	\$100,000	03/31/13							\$243,836	03/31/20									\$235,544	36	60	302.9	321.9	114.3	56.7	\$50,682	743.5	\$40,319	\$8,006,552	\$7,200	\$690,500	\$1,889,000	\$4,821,847	\$14,247,667	\$8,501,816	\$38,164,582
Automation Alley ⁷	Troy	Oakland	\$250,000	08/31/12	\$625,000	05/31/15	\$2,000,000	12/31/16	12/31/16		\$2,000,000	10/31/19					\$200,000	03/31/21			\$450,000	48	140	22.7	2,007.4	1,141.9	69.4	\$57,261	5,903.5	\$72,567	\$4,273,282	\$38,782,406	\$9,534,057	\$1,675,300	\$5,693,223	\$30,673,465	\$2,654,753	\$93,286,487
Ann Arbor SPARK ⁴	Ann Arbor	Washtenaw	\$100,000	02/28/12	\$500,000	04/01/15	\$1,000,000	03/31/15			\$550,000	03/31/19					\$300,000	03/31/21			\$695,594	181	151	281.9	3,409.0	1,749.9	465.3	\$62,000	4,131.0	\$50,008	\$26,480,856	\$427,039,972	\$78,995,833	\$6,844,800	\$5,827,535	\$68,646,397	\$31,338,984	\$645,174,377
TechTown ⁹	Detroit	Wayne			\$875,000	12/31/13	\$1,000,000	10/15/15			\$1,500,000	03/31/19					\$200,000	03/31/21			\$12,554,180	86	135	5,488.2	2,615.9	714.5	244.8	\$17,000	2,545.8	\$46,875	\$6,753,843	\$24,882,500	\$14,006,050	\$2,111,300	\$3,486,450	\$89,933,107	\$5,784,445	\$146,957,695
Lakeshore Advantage ²²	Holland	Allegan							\$1,300,000	12/31/14			\$372,410	03/31/21							\$0	18	41	94.7	306.3	145.8	197.5	\$71,250	514.7	\$84,167	\$255,000	\$2,612,000	\$4,565,682	\$295,550	\$3,571,910	\$17,871,056	\$1,017,036	\$30,188,234
Lawrence Technological University ¹⁷	Southfield	Oakland									\$100,000	03/31/16	\$375,000	03/31/20			\$100,000	03/31/21			\$1,186,013	58	70	219.6	273.7	555.5	214.1	\$43,008	581.2	\$50,557	\$3,929,980	\$11,070,000	\$6,580,745	\$1,426,000	\$39,567,145	\$47,156,339	\$617,789	\$110,347,997
Enterprise Group of Jackson Inc. ¹⁰	Jackson	Jackson															\$300,000	03/31/21			\$301,500	13	16	11.0	94.0	35.0	39.0	\$73,637	114.0	\$76,000	\$1,727,900	\$5,180,000	\$4,382,000	\$1,410,000	\$3,387,300	\$1,627,200	\$62,900	\$17,777,300
Sault Ste. Marie Economic Development Corporation ²⁶	Sault Ste. Marie	Chippewa									\$207,811	07/15/21									\$37,918	7	2	77.3	23.7	425.5	16.9	\$36,000	776.0	\$36,300	\$7,000	\$0	\$0	\$1,385,500	\$63,407	\$11,900	\$20,000	\$1,487,807
Innovate Marquette SmartZone ²¹	Marquette	Marquette									\$297,474	03/31/21									\$0	9	3	24.7	130.5	15.6	35.1	\$35,000	17.2	\$31,250	\$0	\$0	\$243,000	\$20,000	\$780,450	\$1,246,051	\$27,300	\$2,316,801
Lenawee County Economic Development Corporation (Lenawee Now) ¹⁴	Adrian	Lenawee									\$481,671	03/31/21									\$0	9	1	21.8	36.1	12.7	7.5	\$17,273	0.0	\$0	\$0	\$0	\$0	\$372,000	\$2,842,000	\$0	\$3,214,000	
Ferris Wheel dba 100K Ideas ¹⁹	Flint	Genesee													\$1,825,000	3/31/21					\$1,326,428	28	9	82.7	14.4	10.7	246.1	\$15,000	25.0	\$18,000	\$18,000	\$100,000	\$285,000	\$15,000	\$65,000	\$1,120,000	\$2,500	\$1,605,500
Northern Michigan University ²⁵	Marquette	Marquette													\$1,550,000	04/30/21					\$0	13	0	234.7	21.7	1.0	6.4	\$14,000	7.0	\$24,500	\$0	\$0	\$3,000	\$12,000	\$252,583	\$259,265	\$105,800	\$632,648
Economic Development Alliance of St. Clair County ¹⁵	Port Huron	St. Clair													\$228,375	03/31/21					\$166,734	13	16	118.2	40.1	35.0	148.7	\$69,500	58.0	\$73,166	\$42,000	\$0	\$345,000	\$0	\$2,223,900	\$3,152,059	\$147,900	\$5,910,859
Oakland University Incubator ²⁴	Rochester	Oakland													\$374,298	03/31/21					0	15	69	8.8	323.2	49.8	961.3	\$60,057	473.6	\$58,556	\$1,686,600	\$75,000	\$1,682,500	\$920,000	\$5,579,949	\$15,292,379	\$963,753	\$26,200,181
TOTAL			\$1,200,000		\$5,350,000		\$8,042,000		\$1,800,000		\$6,834,123		\$2,206,792		\$2,477,673		\$1,155,000		\$660,000		\$26,365,387	1,070	1,427	11,841	20,122	7,792	6,827	\$46,139	31,700	\$49,902	\$129,869,415	\$751,797,555	\$264,129,093	\$66,163,293	\$121,010,258	\$1,065,143,899	\$75,438,848	\$2,473,552,361

BUSINESS INCUBATORS AND ACCELERATORS *continued*

1 These self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements.

2 As of FY 2016, these self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements. They are cumulative totals to date over the life of all grant(s) that a business incubator has received. The "Projected New Jobs" metric was not required for awards prior to FY 2015.

3 The 2012 award to Central Michigan University Research Corporation (CMURC) was amended to extend the term end date from December 31, 2013, to June 30, 2014. The 2015 award to CMURC was amended to increase the award amount by \$99,550 and extend the term end date from March 31, 2017, to March 31, 2018. The 2015 award was subsequently amended in FY 2019 to increase the award amount by \$99,550 and extend the term end date to March 31, 2020, and in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2021.

*4 The "Jobs Retained" metric was not required for awards prior to FY 2015. As of FY 2016, these self-reported figures were collected from the incubators' semi-annual progress reports, submitted every April and October by the business incubators with active grant agreements.***

5 The "Total Capital Received" excludes the amount of MSF Funds awarded to client companies of the business incubators, as MSF Funds are not counted as leveraged funds.

6 The 2013 award to City of Grand Rapids LDFA was amended to extend the term end date from March 31, 2017, to April 15, 2018. City of Grand Rapids LDFA received a business incubator grant award in FY 2019 for \$100,000 with a term end date of March 31, 2020. The 2019 award was amended in FY 2020 to increase the award amount by \$55,000 and extend the term end date to March 31, 2021.

7 Automation Alley received two awards. The second award for \$500,000 is split between Automation Alley and Oakland University Incubator. The 2012 award to Automation Alley was amended to extend the term end date from February 28, 2015, to May 31, 2015. The 2013 awards to Automation Alley of \$2,000,000 and \$500,000 were amended to extend the term end dates from September 30, 2016 to December 31, 2016 and from December 31, 2015, to December 31, 2016, respectively. The 2015 award was amended to increase the award amount by \$500,000 and extend the term end date from April 30, 2016, to March 31, 2017. The 2015 award was subsequently amended in FY 2016 to increase the award amount by \$500,000 and extend the term end date to March 31, 2018, in FY 2017 to increase the award amount by \$500,000 and extend the term end date to October 31, 2018, and in FY 2018 to extend the term end date to October 31, 2019. Automation Alley received a business incubator award in FY 2019 for \$100,000 with a term end date of March 31, 2020. The 2019 awarded was amended in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2021.

8 A portion of the FY 2012 funding was allocated to, and work performed by, the Ann Arbor SPARK East Business Incubator. The 2015 award to Ann Arbor SPARK was amended to increase the award amount by \$100,000 and extend the term end date from

March 31, 2017, to March 31, 2018. The metrics reported under the 2015 award are only reflective of Ann Arbor SPARK East. The 2015 award was subsequently amended to increase the award amount by \$100,000 and extend the term end date to March 31, 2019. Ann Arbor SPARK received a business incubator award for \$150,000 in FY 2019 with a term end date of March 31, 2020. The 2019 award was amended in FY 2020 to increase the award amount by \$150,000 and extend the term end date to March 31, 2021.

9 TechTown received a single award of \$875,000 in FY 2012 that was split between TechTown and its partner, Bizdom U. This fulfills the legislative requirement that one award be given to an incubator or accelerator in a city with a population greater than 650,000. The 2013 award to TechTown was amended to extend the term end date from April 15, 2015, to October 15, 2015. The 2015 award was amended to increase the award amount by \$500,000 and extend the term end date from March 31, 2016, to March 31, 2017. The 2015 award was subsequently amended in FY 2017 to increase the award amount by \$250,000 and extend the term end date to March 31, 2018, and in FY 2018 to increase the award amount by \$250,000 and extend the term end date to March 31, 2019. TechTown received a business incubator award for \$100,000 in FY 2019 with a term end date of March 31, 2020. The 2019 award was amended in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2021.

10 Enterprise Group of Jackson Inc. received a business incubator award for \$150,000 in FY 2019 with a term end date of March 31, 2020. The 2019 award was amended in FY 2020 to increase the award amount by \$150,000 and extend the term end date to March 31, 2021.

11 The 2012 award to Southwest Michigan Innovation Center was amended to extend the term end date from February 28, 2014, to June 30, 2014. On February 23, 2016, the MSF board authorized an assignment of the grant originally awarded to Southwest Michigan Innovation Center to the Western Michigan University Homer Stryker M.D. School of Medicine. The 2015 award to Western Michigan University Homer Stryker M.D. School of Medicine was amended to increase the award amount by \$100,000 and extend the term end date from March 31, 2017, to March 31, 2018. The 2015 award was subsequently amended in FY 2018 to increase the award amount by \$100,000 and extend the term end date to March 31, 2019, and in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2020. Western Michigan University Homer Stryker M.D. School of Medicine received a business incubator award in FY 2020 for \$100,000 with a term end date of March 31, 2021.

12 Mid-Michigan Innovation Center (MMIC) was acquired by Midland Tomorrow. The MSF board authorized an assignment of the grant to Midland Tomorrow at its September 27, 2016 meeting. The 2015 award was amended to increase the award amount by \$100,000 and extend the term end date from March 31, 2017, to March 31, 2018. The 2015 award was subsequently amended in FY 2018 to increase the award amount by \$100,000 and extend the term end date to March 31, 2019, and in FY 2019 to increase the award amount by \$100,000 and extend the term end date to March 31, 2020. The MSF board also authorized changing the name from Midland Tomorrow to Midland Business Alliance Foundation at that time. Midland Business Alliance Foundation received a business incubator award in FY 2020 for \$100,000 with a term end date of March 31, 2021.

13 Michigan Alternative and Renewable Energy Center (MAREC) changed its name to Muskegon Innovation Hub at Grand Valley State. The 2015 award to Muskegon Innovation Hub at Grand Valley State was amended to increase the award amount by \$60,000 and extend the term end date from June 30, 2017, to September 1, 2018. The 2015 award was subsequently amended in FY 2018 to increase the award amount by \$25,456 and extend the term end date to March 31, 2019, and in FY 2019 to increase the award amount by \$46,400 and extend the term end date to March 31, 2020. Muskegon Innovation Hub at Grand Valley State received a business incubator award in FY 2020 for \$60,000 with a term end date of March 31, 2021.

14 The grant agreement for Lenawee County Economic Development Corporation (Lenawee Now) did not start until June 1, 2016. The 2016 award was amended in FY 2019 to increase the award amount by \$100,000 and extend the term end date from March 31, 2019 to March 31, 2020 and in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2021.

15 The Economic Development Alliance of St. Clair County received a business incubator grant award for \$121,800 in 2017 with a term end date of June 30, 2019. The 2017 award was amended in FY 2019 to increase the award amount by \$45,675 and extend the term end date to March 31, 2020 and in FY 2020 to increase the award amount by \$60,900 and extend the term end date to March 31, 2021.

16 The 2015 award to Macomb Oakland University Incubator was amended to increase the award amount by \$98,663 and extend the term end date from June 20, 2017, to June 30, 2018. The 2015 award was subsequently amended in FY 2018 to increase the award amount by \$49,333 and extend the term end date to March 31, 2019, and in FY 2019 to increase the award amount by \$98,662 and extend the term end date to March 31, 2020. Macomb Oakland University Incubator received a business incubator grant award in FY 2020 for \$100,000 with a term end date of March 31, 2021.

17 The term end date for Lawrence Technological University's (LTU) 2015 award was inadvertently reported as March 31, 2018, and has been corrected to March 31, 2016. The 2016 award was amended to increase the award amount by \$75,000 and extend the term end date from June 30, 2017 to March 31, 2018. The 2016 award was subsequently amended in FY 2018 to increase the award amount by \$100,000 and extend the term end date to March 31, 2019, and in FY 2019 to increase the award amount by \$100,000 and extend the term end date to March 31, 2020. LTU received a business incubator grant award in FY 2020 for \$100,000 with a term end date of March 31, 2021.

18 The 2015 award to Lansing Economic Area Partnership (LEAP) was amended to increase the award amount by \$100,000 and extend the term end date from April 15, 2017, to April 15, 2018. It was subsequently amended in FY 2018 to increase the award amount by \$100,000 and extend the term end date to March 31, 2019, and in FY 2019 to increase the award amount by \$100,000 and extend the term end date to March 31, 2020. LEAP received a business incubator grant award in FY 2020 for \$100,000 with a term end date of March 31, 2021.

19 Ferris Wheel dba 100K Ideas received a transfer of \$1,500,000 from MSF Other Funding originally allocated to the Michigan Business Development Program. The 2017 award was amended in FY 2020 to increase the award amount by \$325,000 under

MSF funding allocation to the Business Incubator Program and extend the term end date from March 31, 2020, to March 31, 2021.

20 The 2016 award to Lake Superior SmartZone was amended to increase the award amount by \$40,170 and extend the term end date from April 30, 2018, to March 31, 2019. It was subsequently amended in FY 2019 to increase the award amount by \$40,000 and extend the term end date to March 31, 2020, and in FY 2020 to increase the award amount by \$40,000 and extend the term end date to July 15, 2021.

21 The 2016 award to Innovate Marquette SmartZone was amended to increase the award amount by \$6,697 and extend the term end date from April 30, 2018, to March 31, 2019. The 2016 award was subsequently amended in FY 2019 to increase the award amount by \$50,260 and extend the term end date to March 31, 2020, and in FY 2020 to increase the award amount by \$50,260 and extend the term end date to March 31, 2021.

22 The 2016 award to Lakeshore Advantage was amended to increase the award amount by \$69,210 and extend the term end date from April 30, 2018, to March 31, 2019. It was subsequently amended in FY 2019 to increase the award amount by \$75,800 and extend the term end date to March 31, 2020, and in FY 2020 to increase the award amount by \$75,800 and extend the term end date to March 31, 2021.

23 The 2016 award to Michigan Tech Enterprise Corporation (MTEC) SmartZone was amended to increase the award amount by \$91,667 and extend the term end date from April 30, 2018, to March 31, 2019. The 2016 award was subsequently amended in FY 2019 to increase the award amount by \$100,000 and extend the term end date to March 31, 2020 and in FY 2020 to increase the award amount by \$100,000 and extend the term end date to March 31, 2021.

24 Oakland University Incubator received a business incubator grant award for \$199,625 in 2017 with a term end date of June 30, 2019. The 2017 award was amended in FY 2019 to increase the award amount by \$74,860 and extend the term end date to March 31, 2020, and in FY 2020 to increase the award amount by \$99,813 and extend the term end date to March 31, 2021.

25 Northern Michigan University received a business incubator grant award for \$1,150,000 in 2017 with a term end date of April 30, 2020. The 2017 award was amended in FY 2020 to increase the award amount by \$400,000 and extend the term end date to April 30, 2021.

** In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. As a result, MEDC staff included a provision that required business incubators to report for a period of five years beyond the term of the agreement. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted all business incubator grants approved between 2012–2015. As of June 1, 2016, monthly metrics submitted through google docs to the MEDC was replaced with the April and October progress report requiring identical information for each six month period.*

MICHIGAN EARLY STAGE FUNDING PROGRAMS

Early stage, innovative companies require seed capital to help bridge critical stages of development. Through the Michigan Early Stage Funding programs, the MSF sought to bridge this capital gap and help early stage companies develop technologies, grow innovative companies, diversify Michigan's economy and create economic wealth in the state. The Early Stage Funding programs allocate funding to non-profit organizations to capitalize funds that invest in pre-seed and start-up stage competitive edge technologies that require capital to transition from research to the earliest stages of the commercialization process.

In FY 2016, Invest Michigan's award amount was increased by \$2,500,000 bringing the total amount of funds available to \$10,458,000. The grant end date was also

extended to April 15, 2017. In FY 2017, the grant end date was extended to March 31, 2019. In FY 2018, Invest Michigan's award amount was increased by \$1,750,000 bringing the total amount of funds available to \$12,208,000. The grant end date was also extended to September 30, 2019. In FY 2019, the grant award increased by \$3,000,000 bringing the total amount of funds available to \$15,208,000.

In FY 2017, the MSF established the First Capital Fund program and approved a grant award of \$2,000,000 to Invest Detroit under the program. In FY 2020, the MSF established the Pre-Seed 3.0 Fund and approved a grant award of \$3,000,000 to the Michigan State University Foundation to administer.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

MICHIGAN EARLY STAGE FUNDING PROGRAMS

Progress reporting as of September 30, 2020

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	New funds leveraged ²	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ³	Number of new licensing agreements ²			Products commercialized ²
											Total agreements in ⁴	Total agreements out ⁵	With Mich-based companies	
Ann Arbor SPARK—Pre-Seed Capital Fund II ^{6 **}	Grant (Ended)	07/15/09	\$6,800,000	\$0	\$0	\$0	9	9	0	2,162	0	0	0	0
Ann Arbor SPARK—Pre-Seed Capital Fund III ^{6,7 *, **}	Grant(Ended)	10/01/11	\$10,170,000	\$0	\$592,356	\$66,713,920	0	9	0	2,288	0	0	0	0
Biosciences Research and Commercialization Center—BRCC II Fund ^{8 **}	Grant (Ended)	10/01/11	\$3,830,000	\$0	\$684,059	\$12,545,275	3	15	1	0	1	1	1	6
Invest Michigan ^{9*}	Grant (Ended)	03/24/14	\$15,208,000	\$0	\$54,162	\$147,392,788	105	48	1	6	2	166	3	51
Invest Detroit ¹⁰	Grant (Active)	03/01/17	\$2,000,000	\$0	\$0	\$17,081,225	6	2	5	70	20	11	0	14
Michigan State University Foundation	Grant (Active)	07/01/20	\$3,000,000	\$0	\$0	\$8,639,500	9	5	0	30	0	0	0	5
TOTAL			\$41,008,000	\$0	\$1,330,576	\$252,372,708	132	88	7	4,556	23	178	4	76

1 This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

2 These figures are self-reported by the entities receiving funding in progress reports that are submitted to the MEDC.

3 These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

4 Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

5 Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

6 Microloan investments are funded as a subprogram of the Pre-Seed II and Pre-Seed III grants from the MSF; as such, reporting metrics for microloan investments are included in the Pre-Seed II and Pre-Seed III metrics.

7 The grant agreement with Ann Arbor SPARK was originally for \$9,170,000. The agreement was amended on December 9, 2013, to increase the award amount by \$1,000,000, bringing the total amount of grants funds available under the agreement to \$10,170,000, and extend the term end date from December 31, 2014, to September 30, 2019. This was inadvertently omitted on the FY 2015 report.

8 The "New Patents, Copyrights & Trademarks Applied For" and "Issued" have been validated by the BRCC; these figures were underreported in previous years.

9 The grant agreement with Invest Michigan was amended on January 12, 2016, to increase the award amount by \$2,500,000, bringing the total amount of funds available under the agreement to \$10,458,000 and extend the term end date from April 15, 2016, to April 15, 2017. The grant agreement was subsequently amended on April 17, 2017, to extend the term end to March 31, 2019; on November 22, 2017, to increase the award amount by \$1,750,000, bringing the total amount of funds available under the grant agreement to \$12,208,000 and

extend the term end date to September 30, 2019; and on November 7, 2018, to increase the award amount by \$3,000,000, bringing the total amount of funds available under the grant agreement to \$15,208,000.

10 Previous award date incorrectly listed as December 20, 2016. The award date should be March 1, 2017.

There were no additional MSF funds awarded for investment in FY 2020.

* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. This was implemented for additional programs beyond the Business Incubators. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the term end of the grant and establish an internal survey to conduct in its place. This waiver impacted the 2009 Michigan Pre-Seed Fund and the Early Stage Funding grants approved in 2011 and 2014.

** Although funding of this grant has ended, the grantee is required to pay a percentage of the ROI back to the Permanent Fund until the grant is repaid in its entirety and a further percentage of the ROI in perpetuity.

MICHIGAN EARLY STAGE FUNDING PROGRAMS *continued*

MICHIGAN EARLY STAGE FUNDING PROGRAMS Progress reporting as of September 30 2020																															
Entity receiving funding	Industry sector	Sponsoring Smartzone	FTEs retained in Mich. ³	Current FTEs ²	PRE-SEED CAPITAL FUND II ^{1,10}				PRE-SEED CAPITAL FUND III ^{1,10}				MICROLOAN INVESTMENTS ^{1,2}			BRCC-II ^{3,10}				INVEST MICHIGAN (MI PRE-SEED 2.0) ^{4,10}				INVEST DETROIT (FIRST CAPITAL FUND) ^{2,10,11}				MICHIGAN STATE UNIVERSITY FOUNDATION (MI PRE-SEED 3.0) ^{10,12}			
					Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment	Date of investment	Type of investment	Amount invested	Matching investment
ContentOro	IT	Ann Arbor/Ypsilanti	0.0	3.0																07/31/15	Equity	\$50,000	\$405,000								
Coupon Wallet	IT	N/A	2.0	2.0								12/31/13	Loan	\$25,000						11/30/16	Loan	\$50,000	\$700,000								
Covaron Inc.	Advanced materials	Ann Arbor/Ypsilanti	3.0	9.0					07/11/13	Loan	\$250,000	\$250,000																			
Cribspot	IT	N/A	0.0	14.0																03/31/15	Loan	\$50,000	\$750,000								
CrunchBerri LLC	IT	Ann Arbor/Ypsilanti	1.0	0.0									04/11/13	Loan	\$50,000																
CTC Holdings Inc.	Alternative energy	Ann Arbor/Ypsilanti	4.0	4.0									12/17/09	Loan	\$45,000																
CureLauncher LLC	Life science	Oakland University Incubator	2.0	0.0					01/13/14	Equity	\$250,000	\$250,000																			
Current Motor Company	Alternative energy	Ann Arbor/Ypsilanti	2.0	0.0	11/23/10	Equity	\$250,000	\$125,000																							
CYJ Enterprises LLC ⁷	Homeland security	Detroit/Woodward Technology Corridor	1.0	1.0									02/25/10	Loan	\$30,000																
CytoPherx	Life science	N/A	0.0	0.0												11/12/12	Loan	\$106,565	\$5,500,000												
Dangos ⁷	IT	Ann Arbor/Ypsilanti	1.0	1.0									01/08/13	Loan	\$25,000																
DeNovo Sciences Inc.	Life science	Ann Arbor/Ypsilanti	7.0	7.0					07/05/12	Loan	\$250,000	\$300,000								09/30/14	Equity	\$125,000	\$2,125,000								
																				09/15/15	Loan	\$50,000	\$1,235,000								
Detroit Electric Automobile Inc.	Advanced automotive	Ann Arbor/Ypsilanti	2.0	2.0									07/29/10	Loan	\$50,000																
Diesel Reformer Inc. LLC ⁷	Alternative energy	Automation Alley	1.0	0.0									11/20/09	Loan	\$50,000																
Dynamo Metrics	IT	Ann Arbor SPARK	6.0	6.0																			02/07/19	Loan	\$100,000	\$565,000					
EcoFuel Technologies Inc.	Alternative energy	Automation Alley	2.0	2.0									01/09/13	Loan	\$39,500																
Eco-Fueling Inc. ⁷	Advanced automotive	Ann Arbor/Ypsilanti	2.0	1.0									01/05/12	Loan	\$50,000																
Electric Field Solutions Inc.	Advanced manufacturing	Ann Arbor/Ypsilanti	2.0	2.0									05/11/12	Loan	\$50,000																
Elegus Technologies	Advanced engineering	N/A	3.0	3.0																03/31/15	Loan	\$50,000	\$151,000								
Elevada	IT	Ann Arbor SPARK	4.0	4.0																			12/20/17	Loan	\$150,000	\$250,000					
Ellison Corp.	Homeland security	Oakland University Incubator	4.0	0.5									05/26/10	Loan	\$40,000																
Eloquence Communications fka Patient Provider Communications	Life science	Ann Arbor/Ypsilanti	4.0	3.0					04/01/13	Loan	\$250,000	\$250,000																			
Emperical Biosciences LLC fka Syzygy Biotech	Life science	Grand Rapids	0.0	6.5					03/22/12	Equity	\$150,000	\$200,000				03/11/13	Loan	\$250,000	\$1,400,000												
Energy Management Devices LLC ⁷	Alternative energy	Oakland University Incubator	0.0	0.0									12/17/09	Loan	\$50,000																
ENRG Power Systems LLC	Alternative energy	Detroit/Woodward Technology Corridor	2.0	0.5									01/18/12	Loan	\$25,000																

ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS

In 2011, the MSF board approved the Entrepreneurial Support Services program to award grants to non-profit organizations that provide specialized support services to assist companies and institutions in commercializing competitive edge technologies, building successful, innovative businesses with the potential for high-growth and job retention and promoting a culture of entrepreneurship in Michigan. A request for proposals (RFP) for this program was issued in April 2011. The FY 2011 awards were approved by the MSF board in July 2011.

In August 2012, the MSF board issued an RFP for entrepreneurial service providers as a continuation of the Entrepreneurial Support Services program. In September 2012, the MSF board approved the FY 2012 awards based on recommendations by a joint evaluation committee.

At its October 2013 meeting, the MSF board issued the first FY 2014 Entrepreneurial

Support Services request for proposals. In February 2014, after review from a joint evaluation committee, the MSF board selected three programs to receive awards which were all administered by the Michigan Small Business Development Center (MI-SBDC).

In April 2014, the MSF board released another RFP for non-profits that provide specialized support services to early stage technological companies. In June 2014, the MSF board approved the remaining FY 2014 awards based on recommendations by a joint evaluation committee.

In September 2015, the MSF board issued an RFP for entrepreneurial service providers as a continuation of the Entrepreneurial Support Services program. In October 2015, the MSF board approved the FY 2016 awards based on recommendations by a joint evaluation committee.

At its October 2019 meeting, the MSF board selected one program to receive an award to be administered by the Michigan Small Business Development Center (MI-SBDC). At its December 2019 meeting, the MSF Board selected three programs to receive an award. The first two selected were administered by the MI-SBDC and the last award administered by the Biotechnology Business Consultants (BBC).

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

ENTREPRENEURIAL SUPPORT SERVICES: FY 2011 AWARDS*

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Follow-on funding ^{2, 3}	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ⁴	Jobs created ²	New licensing agreements ²	Licensing agreements with Mich-based companies ²	Products commercialized ²
BBC Entrepreneurial Training Corporation	Grant (ended)	07/27/11	\$1,575,000	\$0	\$0	\$58,350,000	0	0	0	0	364	0	0	0
MI-SBDC Grand Valley State University ⁵	Grant (ended)	07/27/11	\$4,282,957	\$0	\$0	\$86,566,040	111	36	23	0	187	0	0	130
Great Lakes Entrepreneur's Quest	Grant (ended)	07/27/11	\$1,080,000	\$0	\$0	\$36,506,000	0	0	71	0	86	0	0	0
Ann Arbor SPARK-Michigan Angel Fund	Grant (ended)	07/27/11	\$600,000	\$0	\$0	\$68,560,310	157	39	28	22	356	77	77	15
Detroit Creative Corridor Center	Grant (ended)	07/27/11	\$375,000	\$0	\$0	\$2,090,454	0	0	45	90	59	0	0	14
Ann Arbor SPARK-Accelerate Michigan Innovation Competition	Grant (ended)	07/27/11	\$1,050,000	\$0	\$0	\$30,380,000	9	40	2	0	175	9	1	0
Inforum Center for Leadership	Grant (ended)	07/27/11	\$718,197	\$0	\$0	\$17,050,254	5	70	16	0	38	1	31	1
Michigan Venture Capital Association	Grant (ended)	07/27/11	\$3,068,846	\$0	\$0	\$130,817,616	0	0	2	0	43	0	0	0
TOTAL			\$12,750,000	\$0	\$0	\$430,320,674	282	185	187	112	1,308	87	109	160

ENTREPRENEURIAL SERVICE PROVIDERS: FY 2012 AWARDS *

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Follow-on funding ^{2, 3}	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ⁴	Jobs created ²	New licensing agreements ²	Licensing agreements with Mich-based companies ²	Products commercialized ²
Michigan Tech Enterprise Corporation (MTEC)	Grant (ended)	09/27/12	\$387,900	\$0	\$0	\$20,915,677	6	0	1	10	43	0	0	15
Midland Tomorrow ¹²	Grant (ended)	09/27/12	\$225,000	\$0	\$0	\$2,852,721	10	4	6	28	21	1	0	1
Institute for Research on Labor, Employment and the Economy, University of Michigan (IRLEE)	Grant (ended)	09/27/12	\$999,376	\$0	\$0	\$144,401,991	193	133	0	55	715	52	60	140
Michigan Manufacturing Technology Center (MMTC)	Grant (ended)	09/27/12	\$71,997	\$0	\$0	\$3,241,112	0	0	0	0	8	0	0	0
Mi-Light, the Michigan Photonics Cluster ⁶	Grant (ended)	09/27/12	\$89,000	\$0	\$0	\$319,390,000	46	5	1	31	224	6	0	46
Michigan Medical Device Accelerator	Grant (ended)	09/27/12	\$75,000	\$0	\$0	\$0	0	0	0	0	0	0	0	0
Grand Valley State University-MI-SBDC	Grant (ended)	09/27/12	\$1,750,000	\$0	\$0	\$37,277,026	46	23	2	25	81	0	0	0
Macomb-OU, Oakland University	Grant (ended)	09/27/12	\$766,036	\$0	\$0	\$3,700,000	6	0	1	20	11	0	0	1
NextEnergy Center	Grant (ended)	09/27/12	\$700,000	\$0	\$0	\$23,246,863	24	0	0	0	34	0	2	3
TOTAL			\$5,064,309	\$0	\$0	\$555,025,390	331	165	11	169	1,137	59	62	206

ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS *continued***ENTREPRENEURIAL SERVICE PROVIDERS: FY 2014 AWARDS ***

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Follow-on funding ^{2, 3}	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ⁴	Jobs created ²	New licensing agreements ²	Licensing agreements with Mich-based companies ²	Products commercialized ²
Ann Arbor Spark—Angel Fund	Grant (ended)	06/24/14	\$500,000	\$0	\$0	\$137,685,207	50	24	13	90	280	65	28	18
Biotechnology Business Consultants ¹⁶	Grant (ended)	06/24/14	\$2,400,000	\$0	\$0	\$346,672,523	0	0	0	0	73	0	0	0
Inforum	Grant (ended)	06/24/14	\$367,281	\$0	\$0	\$26,786,050	16	28	10	40	177	0	0	0
Invest Detroit—Accelerate Michigan Innovation Competition	Grant (ended)	06/24/14	\$1,350,000	\$0	\$0	\$49,920,000	35	2	0	45	25	11	0	27
Invest Detroit - Michigan Hacker Fellowship ⁹	Grant (ended)	06/24/14	\$1,551,083	\$0	\$0	\$103,957,507	18	18	7	109	135	72	5	17
Michigan State University Foundation	Grant (ended)	06/24/14	\$500,000	\$0	\$0	\$2,062,088	25	5	26	27	78	8	7	50
Michigan Venture Capital Association ¹³	Grant (ended)	06/24/14	\$2,003,158	\$0	\$0	\$335,123,502	0	0	3	4	50	0	0	0
NextEnergy Center ¹⁴	Grant (ended)	06/24/14	\$1,100,000	\$0	\$0	\$63,965,000	16	13	1	7	45	8	2	8
University of Michigan College of Engineering ¹⁰	Grant (ended)	06/24/14	\$781,817	\$0	\$0	\$6,993,521	0	0	14	28	40	0	0	0
Grand Valley State University MI-SBDC—Business Accelerator Services Fund (BAF) ^{7,17}	Grant (ended)	02/25/14	\$7,033,248	\$0	\$0	\$214,405,171	445	223	51	50	503	0	0	287
Grand Valley State University MI-SBDC—SBIR/STTR Federal Grant Match (ETF) ^{8, 17}	Grant (ended)	02/25/14	\$12,399,972	\$0	\$0	\$214,063,807	227	104	0	25	466	0	0	15
Grand Valley State University MI-SBDC—Consulting and Business Counseling (Tech) ^{11, 17}	Grant (ended)	02/25/14	\$8,773,280	\$0	\$0	\$609,310,428	504	227	118	160	1,408	0	0	467
TOTAL			\$38,759,839	\$0	\$0	\$2,110,944,804	1,336	644	243	585	3,280	164	42	889

ENTREPRENEURIAL SERVICE PROVIDERS: FY 2016 AWARDS

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Follow-on funding ^{2, 3}	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ⁴	Jobs created ²	New licensing agreements ²	Licensing agreements with Mich-based companies ²	Products commercialized ²
University of Michigan—First Customer Program ¹⁸	Grant (active)	10/27/15	\$1,335,000	\$0	\$0	\$97,551,382	182	188	0	100	147	39	8	74
Grand Valley State University MI-SBDC—CORE ^{15, 17}	Grant (ended)	12/15/15	\$6,655,000	\$0	\$0	\$737,672,608	0	0	1,878	0	6,878	0	0	0
TOTAL			\$7,990,000	\$0	\$0	\$835,223,990	182	188	1,878	100	7,025	39	8	74

ENTREPRENEURIAL SUPPORT SERVICES & ENTREPRENEURIAL SERVICE PROVIDERS *continued***ENTREPRENEURIAL SERVICE PROVIDERS: FY 2020 AWARDS**

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Follow-on funding ^{2, 3}	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ⁴	Jobs created ²	New licensing agreements ²	Licensing agreements with Mich-based companies ²	Products commercialized ²
Grand Valley State University MI-SBDC–Business Accelerator Services Fund (BAF) ¹⁹	Grant (active)	12/17/19	\$2,130,000	\$0	\$0	\$40,628,393	91	43	7	339	126	0	0	80
Grand Valley State University MI-SBDC–SBIR/STTR Federal Grant Match (ETF) ²⁰	Grant (active)	12/17/19	\$1,455,000	\$0	\$0	\$27,710,725	40	17	2	62	48	0	0	5
Grand Valley State University MI-SBDC–Consulting and Business Counseling (Tech)	Grant (active)	10/22/19	\$1,910,000	\$0	\$0	\$100,764,943	178	55	44	981	311	0	0	78
Biotechnology Business Consultants	Grant (active)	12/17/19	\$480,000	\$0	\$0	\$16,468,987	0	0	0	0	0	0	0	0
TOTAL			\$5,975,000	\$0	\$0	\$185,573,048	309	115	53	1,382	485	0	0	163

1 This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

2 These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

3 Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue.

4 "Projected New Job Growth" figures reflect the anticipated job creation of client companies served by the grantees.

5 The MI-SBDC operates as an office of Grand Valley State University. The original grant agreement with the MI-SBDC was amended on April 4, 2014, to increase the award amount from \$3,532,957 to \$4,282,957. It was subsequently amended on February 1, 2016, to extend the term end date from September 30, 2015, to September 30, 2016.

6 The original grant agreement with Mi-Light was amended on January 12, 2015 to extend the end date of the agreement from February 14, 2015, to August 14, 2015.

7 The original grant agreement with the MI-SBDC was amended on April 15, 2015, to increase the award amount from \$1,733,248 to \$3,698,248. It was subsequently amended on October 25, 2016, to increase the award amount to \$4,898,248 and extend the end date of the agreement from September 30, 2017, to December 31, 2019, on April 6, 2018 to increase the award amount to \$6,323,248; and on February 1, 2019, to increase the award amount to \$7,033,248.

8 The original grant agreement with the MI-SBDC was amended on December 15, 2014, to increase the award amount from \$2,293,472 to \$4,369,972. It was subsequently amended on May 16, 2016, to increase the award amount to \$6,869,972 and extend the end date of the agreement from December 31, 2015, to December 31, 2016, on October 25, 2016 to increase the award amount to \$8,969,972 and extend the end date of the agreement to December 31, 2019, on April 6, 2018, to increase the award amount to \$11,119,972, and on February 1, 2019, to increase the award amount to \$12,399,972.

9 The original grant agreement with Invest Detroit Michigan Hacker Fellowship was amended on

September 28, 2016, to increase the award amount from \$605,300 to \$905,300 and extend the end date of the agreement from September 30, 2016, to September 30, 2017. The jobs created total was corrected to reflect direct jobs only. The original grant agreement was subsequently amended on August 23, 2017 to extend the end date of the agreement to December 31, 2017, on February 23, 2018, to increase the award amount to \$1,205,300 and extend the end date of the agreement to September 30, 2018, and on September 7, 2018, to increase the award amount to \$1,551,083 and extend the end date of the agreement to September 30, 2019.

10 The original grant agreement with the University of Michigan was amended on October 28, 2016, to increase the award amount from \$582,376 to \$781,817 and extend the end date of the agreement from September 30, 2016, to September 30, 2017. It was subsequently amended on March 22, 2017 to extend the end date of the agreement to December 31, 2017.

11 The original grant agreement with MI-SBDC was amended on November 25, 2015, to increase the award amount from \$2,423,280 to \$3,673,280 and extend the end date of the agreement from March 31, 2016, to December 31, 2016. It was subsequently amended on October 25, 2016, to increase the award amount to \$5,173,280 and extend the end date to December 31, 2019, on April 6, 2018, to increase the award amount to \$6,933,280, and on February 1, 2019, to increase the award amount to \$8,773,280.

12 Mid-Michigan Innovation Center (MMIC) was assumed by Midland Tomorrow and received an amendment on September 27, 2016, for a name change.

13 The original grant agreement with the Michigan Venture Capital Association was amended on October 10, 2016, to increase the award amount from \$987,850 to \$1,222,990. It was subsequently amended on August 16, 2017, to extend the end date of the agreement from September 30, 2017 to December 31, 2017, on February 23, 2018, to increase the award amount to \$1,703,158 and extend the end date of the agreement to December 31, 2018, and on October 16, 2018, to increase the award amount to \$2,003,158 and extend the end date of the agreement to September 30, 2019.

14 The original grant agreement with NextEnergy Center was amended on January 11, 2017, to increase the award amount from \$800,000 to \$1,100,000 and extend the end date of the agreement from March 31, 2017, to March 31, 2018. It was subsequently amended on March 8, 2018, to extend the end date of the agreement to March 31, 2019.

15 The original grant agreement with Grand Valley State University MI-SBDC–CORE was amended on

October 25, 2016, to increase the award amount from \$1,350,000 to \$2,975,000 and change the end date of the agreement from December 31, 2020, to December 31, 2019 (this amendment created a master agreement with one term end date). It was subsequently amended on April 6, 2018, to increase the award amount to \$4,815,000 and on February 1, 2019, to increase the award amount to \$6,655,000.

16 The original grant agreement with Biotechnology Business Consultants was amended on November 21, 2016, to increase the award amount from \$960,000 to \$1,960,000 and extend the end date of the agreement from December 31, 2016, to December 31, 2018. It was subsequently amended on November 28, 2018, to increase the award amount to \$2,400,000 and extend the end date of the agreement to December 31, 2019.

17 The Grand Valley State University MI-SBDC BAF, ETF, Tech and CORE grants were consolidated into one master grant agreement on October 25, 2016. As of September 30, 2020, the Grand Valley State University MI-SBDC CORE grant will be reported under the "Community Development" legislative report. The grant ended on December 31, 2019, and the last three months of metrics have been included under the "Community Development" report.

18 The original grant agreement with the University of Michigan was amended on June 4, 2019, to increase the award amount from \$1,000,000 to \$1,335,000 and extend the end date of the agreement from February 28, 2019, to February 29, 2020.

19 The original grant agreement with the Grand Valley State University MI-SBDC CORE was amended on October 5, 2020, to increase the award amount from \$1,430,000 to \$2,130,000.

20 The original grant agreement with the Grand Valley State University MI-SBDC CORE was amended on October 5, 2020, to decrease the award amount from \$2,155,000 to \$1,455,000.

* In its performance audit of the 21st Century Jobs Fund Program, the Office of the Auditor General noted that national standards for business incubators for graduated clients should be collected for at least five years for clients who have graduated. This was implemented for additional programs beyond the business incubators. On October 25, 2016, a resolution was adopted to waive progress reports for an additional five years following the end of the term of the grant and establish an internal survey to conduct in its place. This waiver impacted all entrepreneurial support services and providers grants approved in 2011, 2012, and 2014.

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

Through the 21st Century Jobs Fund program, the MSF provides funding for entrepreneurship and innovation projects. Pursuant to Section 88(o) of the MSF Act, the MSF is charged with creating and operating a program to accelerate technology transfer from Michigan's institutions of higher education to the private sector for commercialization of competitive edge and bioeconomy technologies.

In FY 2013, the MSF board approved \$6 million for innovation and entrepreneurship projects through the Michigan Translational Research and Commercialization (MTRAC) program. MTRAC is funded by the 21st Century Jobs Fund to create high-tech jobs through commercialization of university research and creation of university spin-offs in focus areas. The program uses the nationally recognized Coulter Process to translate innovations into economic value.

On September 27, 2012, the MSF issued a request for proposals (RFP) for the MTRAC program. In total, seven proposals were received, and on February 27, 2013, the MSF board approved the following seven grant awards as recommended by a joint evaluation committee. Out of the \$6 million allocated to the program, \$5,448,000 was recommended for the grant awards listed below. The average duration of these grants is approximately one to three years. An additional award of \$100,000 was made in FY 2015 to provide follow-on funding to the MTRAC awardees for projects that demonstrated successful completion of certain milestones and objectives under the

MTRAC awards, and that provided at least an equivalent amount of matching funds from private sources (the "MTRAC Incentive Fund").

At its April 26, 2016, meeting, the MSF approved the creation of the MTRAC statewide program, allocating \$3,500,000 from the 21st Century Jobs Fund, while developing program guidelines and scoring criteria for the support of translational research projects in five innovation hubs in the following key areas: bio-medical sciences, life sciences, advanced transportation, advanced materials, and agriculture-biology. The program supports the acceleration of technology transfer from Michigan's institutions of higher education, non-profit research centers, and hospital systems for commercialization of competitive edge technologies. The MSF approved a MTRAC innovation hub program grant to Michigan State University for an award of \$1,000,000 and to the University of Michigan for an award of \$2,026,470.

At its February 28, 2017, meeting, the MSF board approved a MTRAC innovation hub program grant to the University of Michigan for an award of \$1,695,346 and also approved a grant to the Michigan Technological University for an award of \$525,000.

At its September 25, 2018, meeting, the MSF board approved a MTRAC Innovation Hub program grant to the University of Michigan for an award of \$2,000,000.

At its October 23, 2018, meeting, the MSF board approved the creation of the MTRAC Advanced Computing Hub.

At its February 26, 2019, meeting, the MSF board approved Wayne State University as the MTRAC statewide advanced computing hub with an award of \$250,000.

At its December 17, 2019, meeting, the MSF board approved a MTRAC Life Science Innovation Hub grant to the University of Michigan for an award of \$1,000,000 and for the MTRAC Advanced Transportation Innovation Hub for an award of \$500,000.

At its May 19, 2020, meeting, the MSF board approved a MTRAC Advanced Materials Innovation Hub grant to Michigan Technological University for an award of \$250,000 and for the MTRAC Ag Bio Innovation Hub grant to Michigan State University for an award of \$350,000.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

10/01/2012–09/30/2016

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
Wayne State University ²	Technology Transfer Process Improvement/BioMedical	Grant (ended)	02/27/13	\$1,173,000	\$30,244,148	16	4	16	0	90	8	8	0
TOTAL				\$1,173,000	\$30,244,148	16	4	16	0	90	8	8	0

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

FY 2016: 10/01/2015–09/30/2016

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
Michigan State University ³	Agro-Biotechnology Innovation Hub	Grant (active)	06/28/16	\$2,100,000	\$108,576,674	101	71	6	0	2	17	1	0
University of Michigan ⁴	Life Science Innovation Hub	Grant (ended)	07/26/16	\$4,131,158	\$8,240,000	8	0	21	0	27	15	10	0
TOTAL				\$6,231,158	\$116,816,674	109	71	27	0	29	32	11	0

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM *continued*

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

FY 2017: 10/01/2016–09/30/2017

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
University of Michigan ⁷	Advanced Transportation Innovation Hub	Grant (active)	02/28/17	\$1,695,346	\$31,543,500	31	14	13	172	114	0	0	0
Michigan Technological University ⁶	Advanced Materials Innovation Hub	Grant (active)	02/28/17	\$875,000	\$10,342,110	16	3	4	0	7	2	1	0
TOTAL				\$2,570,346	\$41,885,610	47	17	17	172	121	2	1	0

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

FY 2018: 10/01/2017–09/30/2018

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
University of Michigan ⁵	Life Science Innovation Hub	Grant (active)	09/25/18	\$2,000,000	\$20,615,000	13	0	5	0	1	3	0	0
TOTAL				\$2,000,000	\$20,615,000	13	0	5	0	1	3	0	0

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

FY 2019: 10/01/2018–09/30/2019

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
Wayne State University ⁸	Advanced Computing Innovation Hub	Grant (active)	02/26/19	\$600,000	\$225,000	1	0	0	3	2	0	0	0
TOTAL				\$600,000	\$225,000	1	0	0	3	2	0	0	0

MICHIGAN TRANSLATIONAL RESEARCH AND COMMERCIALIZATION PROGRAM

FY 2020: 10/01/2019–09/30/2020

Program administrator	Program	Type of funding and award status	Award date	Award amount	Follow-on funding ¹	New patents, copyrights and trademarks applied for	New patents, copyrights and trademarks issued	New startup companies	Projected new job growth	Jobs created	New licensing agreements	Licensing agreements with Mich-based companies	Products commercialized
University of Michigan ⁹	Life Science Innovation Hub	Grant (active)	12/17/19	\$1,730,456	\$8,300,000	2	0	6	0	1	4	3	0
University of Michigan	Advanced Transportation Innovation Hub	Grant (active)	12/17/19	\$500,000	\$80,000	4	0	1	3	9	0	0	0
Michigan Technological University	Advanced Materials Innovation Hub	Grant (active)	05/19/20	\$250,000	\$8,414,500	20	2	2	0	16	1	0	0
Michigan State University	Ag Bio Innovation Hub	Grant (active)	05/19/20	\$350,000	\$15,170,000	2	2	1	0	0	4	4	0
TOTAL				\$2,830,456	\$31,964,500	28	4	10	3	26	9	7	0

¹ Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

² The MSF board approved a total grant award of \$1,173,000 to Wayne State University (WSU). Initially, the university only received a \$100,000 grant contract to improve the university's technology transfer and commercialization processes. Upon successful implementation of process improvement measures, WSU was then eligible to receive a second grant award for the remaining award of \$1,073,000, which required \$1,200,000 in funds leveraged by the university. In July 2015, the MSF fund manager approved full award funding after

demonstration of successfully completing the milestones related to the improvement of the universities technology transfer and commercialization processes. Additionally, metrics for the grantee were inadvertently omitted. Metrics reported reflect the 2018 fiscal year and will continue to be included going forward.

³ On September 25, 2018, the MSF board approved an amendment to increase the award amount from \$1,000,000 to \$2,100,000 and extend the term end date from August 31, 2018, to August 31, 2020.

⁴ In September 2017, the MSF board approved an amendment to increase the award amount from \$2,026,470 to \$4,131,158 and extend the term end date from September 30, 2017, to September 30, 2018.

⁵ On September 24, 2019, the MSF board approved an amendment to extend the term end date from September 30, 2019, to December 31, 2019. The grant has ended, but is currently in monitoring status with a final report due next fiscal year. Progress report metrics will be due with the submission of the final report.

⁶ On May 21, 2019, the MSF board approved an amendment to increase the award amount from \$525,000 to \$875,000 and extend the term end date from September 20, 2019, to June 30, 2020.

⁷ The grant has ended, but is currently in monitoring status with a final report due next fiscal year. Progress report metrics will be due with the submission of the final report.

⁸ On May 19, 2020, the MSF board approved an amendment to increase the award amount from \$250,000 to \$600,000 and extend the term end date from May 31, 2020, to May 31, 2021.

⁹ On May 19, 2020, the MSF board approved an amendment to increase the award amount from \$1,000,000 to \$1,730,456.

MICHIGAN UNIVERSITY TECHNOLOGY ACCELERATION AND COMMERCIALIZATION PROGRAM

The University Technology Acceleration and Commercialization (UTAC) program facilitates partnerships between universities and the private sector to accelerate the process whereby technology from universities is commercialized. Funding was targeted at two types of projects: university commercialization partnerships, where a university or universities partner with the private sector and federal funding was involved; and university collaboration partnerships, where two or more universities partner with the private sector to spin-out companies from the universities and/or identify a specific plan to partner with companies to engage the resources of the university or universities.

In July 2011, the MSF created the UTAC program as a result of a request for information (RFI) issued in April 2011. The program was allocated \$6.8 million. Nineteen responses were received from single universities, partnerships between universities and non-profits. The responses were reviewed by a joint evaluation committee and, in October 2011, a total of three awards for university partnerships were approved by the MSF. All three awards have since ended.

Three responses were received in reply to the request for proposals (RFP) that was released on March 25, 2014. The proposals were reviewed by a joint evaluation committee, and in May 2014, all three of the proposals were approved by the MSF. All three awards have since ended.

Two responses were received in reply to the request for proposals (RFP) that was released on August 23, 2017. The proposals were reviewed by a joint evaluation committee, and in October 2017, both proposals were approved by the MSF. An allocation of \$2,660,000 was made for the 2018 fiscal year.*

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

2018 UTACP AWARDS Progress reporting as of September 30, 2020

Program administrator	Program	End date	Award amount	Follow-on funding ¹	Funds leveraged ⁴
University of Michigan ²	Michigan Corporate Relations Network (MCRN) for Michigan's Research Universities	09/30/20	\$2,710,000	\$607,809,757	\$2,798,976
University of Michigan ³	Tech Transfer Network (T3N)	12/31/20	\$2,935,000	\$655,898,082	\$2,998,489
TOTAL			\$5,645,000	\$1,263,707,839	\$5,797,465

¹ Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.

² On October 23, 2018, the MSF board approved an amendment to increase the award amount by \$1,310,000, bringing the total amount of funds available from \$1,400,000 to \$2,710,000 and extending the term end date from December 31, 2018, to December 31, 2019. Follow-on funding/capital received was reported for companies that had substantially complete projects at a review concluding September 30, 2019, and are usually projects which were awarded in previous grant years or periods. Furthermore, the follow-on funding/capital received total reported is not necessarily directly attributable to specific SCIP projects completed through the program. Rather, it represents any follow-on-funding that companies reported during the survey period where the company's SCIP project was substantially complete within a year or two prior to September 30, 2019;

and encompasses, but is not limited to, follow-on-funding resulting directly from the SCIP project with the company. On February 11, 2020, the agreement was amended to extend the term end date to September 30, 2020.

³ On October 23, 2018, the MSF board approved an amendment to increase the award amount by \$1,175,000, bringing the total amount of funds available from \$1,260,000 to \$2,435,000 and extending the term end date from December 31, 2018, to December 31, 2019. On December 17, 2019, the MSF board approved an amendment to increase the award amount by \$500,000, bringing the total amount of funds available to \$2,935,000 and extending the term end date to December 31, 2020.

⁴ Funds leveraged is money the institution, university or company provided as a match used to secure MEDC funds and attract other funds.

* Per prior fiscal year's report, allocation incorrectly listed as \$2,800,000 and has been corrected to \$2,660,000.

MICHIGAN UNIVERSITY EARLY STAGE PROOF OF CONCEPT PROGRAM



In September 27, 2016, the MSF established the University Early Stage Proof of Concept Fund. The program was allocated \$1 million.

The University Early Stage Proof of Concept program provides resources and specialized services that will assist

university projects in transition from scientific to applied translational research into the commercial market by analyzing the market application, proving out the concept validation, demonstrating technical feasibility, and developing a prototype in preparation for implementation and testing.

2016 UNIVERSITY EARLY STAGE PROOF OF CONCEPT FUND						
Progress reporting as of September 30, 2020						
Program administrator	Program	Type of funding and status	Award date	Award amount	Follow-on funding²	Funds leveraged³
Michigan State University ¹	University Early Stage Proof of Concept Fund	Grant: Active	11/16/16	\$1,700,000	\$3,258,920	\$5,299,523
TOTAL				\$1,700,000	\$3,258,920	\$5,299,523
¹ The grant agreement with Michigan State University began on January 1, 2017. It was amended on September 11, 2018, to increase the award amount by \$500,000, bringing the total amount of funds available to \$1,500,000 and extending the term end date from March 31, 2019, to March 31, 2020. This grant was reported under the Early Stage Fund report in the previous fiscal year. The grant agreement was amended on March 17, 2020, to increase the award amount by \$200,000, bringing the total amount of funds available to \$1,700,000 and extending the term end date to March 31, 2021.			² Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.			
			³ Funds leveraged is money the institution, university or company provided as a match used to secure MEDC funds and attract other funds.			

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION AWARD APPROVALS

The Michigan Economic Development Corporation awarded two new awards for the fiscal year ending September 30, 2019, and one new award for the fiscal year ending September 30, 2020.

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION AWARD APPROVALS

Fiscal year 2020: 10/01/2019–09/30/2020

Program administrator	Type of funding and award status	Description	Award start date	Award amount
University of Michigan Battery Hub ¹	Grant: Ended	The University of Michigan received this award for the establishment of a national battery research hub with a new fabrication and characterization user facility to be housed in the newly expanded Michigan Energy Institute. The lab will support hub activities and the acquisition of state-of-the-art equipment and provide access to small and medium sized companies to conduct research.	09/16/13	\$5,000,000
Michigan Israeli Business Accelerator ^{1,3}	Grant: Active	Founded in 2017, the Michigan Israel Business Accelerator (MIBA) was established to promote commerce and industry between the State of Israel and the State of Michigan. Its goal is to position Michigan as the premier partner for Israeli innovation in the United States.	10/01/18	\$2,375,000
Invest Detroit—First Capital Fund ²	Grant: Active	To administer the First Capital Fund of which is an early seed fund that invests in startup technology companies in Michigan.	03/01/19	\$6,500,000
Michigan Women Forward—Michigan Entrepreneur Resilience Fund	Grant: Active	To administer a microloan fund program on behalf of the MEDC to assist underrepresented entrepreneurs as well as those in disadvantaged regions recover as a result of COVID-19.	06/04/20	\$500,000
			TOTAL	\$12,000,000

¹ This grant was inadvertently omitted in prior reporting.

² The grant agreement was amended on March 16, 2020, to increase the award amount by \$1,000,000, bringing the total award amount to \$3,500,000 and extending the term end date from February 29, 2020, to February 28, 2021. The grant agreement was amended on June 10, 2020, to increase the award amount by \$3,000,000 for the Michigan Tech Stabilization Fund, a COVID-19 response fund administered by Invest Detroit. This brought the total award amount to \$6,500,000.

³ The MIBA was originally awarded a \$500,000 grant on April 1, 2018, for a six-month period with a term end date of September 30, 2018. MIBA received a second grant on October 1, 2018, for \$2,375,000 with a term end date of September 30, 2023. In 2020, MIBA reported serving 402 companies through business connections, creating four jobs and seven collaborations.

COMMUNITY VITALITY



COMMUNITY DEVELOPMENT

The Community Development team works to strengthen redevelopment capacity at the local level and provide both technical assistance and redevelopment incentive support to encourage place-based real estate investments. Collaboration with the Business Development team and partnerships with state, regional, and local agencies are being maximized to assist the development or redevelopment within Michigan’s communities. Recognizing the need for quality places that attract business and talent, the Community Development team is focused on supporting efforts internally as well as aligning funding sources with other departments to support community-led projects.

The Technical & Community Assistance Teams¹ and program administration staff support the implementation of place-based real estate redevelopment projects throughout the state.

COMMUNITY DEVELOPMENT	
Programs tracked and facilitated	More than 20 programs
Customer visits	1,487 ²
Downtown private investment	\$1,315,900,000
Square feet of space revitalized	4,724,926
Public space created or activated	7,430,191
<i>1 Specialists serve as primary contacts for all projects eligible for the Michigan Community Revitalization Program, the federal Community Development Block Grant program and the state Brownfield Tax Increment Financing tool</i> <i>2 Includes community visits, project scoping, presentations and other meetings</i>	

Redevelopment Ready Communities® (RRC) supports communities statewide to be development ready and competitive. This voluntary, no-cost certification program promotes effective redevelopment strategies through a set of best practices.

REDEVELOPMENT READY COMMUNITIES	
Participating communities	289
Communities certified in FY 2020	13 ¹
Best Practice training participants	16 ²
eLearning Tool participants	60 community representatives
Virtual regional workshop locations	Regions 2, 3 and 4
Communities assisted with technical assistance funding ³	21
<i>1 45 certified communities in total</i> <i>2 In-person trainings transitioned to eLearning tool or virtual sessions due to COVID-19</i> <i>3 Funding used to complete projects and provide specialized trainings</i>	

The Redevelopment Services Team is charged with a proactive approach to site redevelopment with a focus on priority sites in certified RRCs. The team is built on three focus areas as they engage with each certified RRC: high-quality and in-depth technical assistance, site marketing and promotion, and developer relationship-building and matchmaking.

REDEVELOPMENT SERVICES TEAM	
Site consultations	59 consultations in 14 certified RRCs
Site specific property information packages created	22
Site request for qualifications (RFQs) supported	5 RFQs
Purchase agreements successfully executed on priority Redevelopment Ready sites	6
Sites with design/build packages finalized	6
Communities with pre-development deliverables finalized	6
Redevelopment projects planned and approved locally	2 ¹
<i>1 Grayling and Middleville</i>	

The Michigan Main Street program continues to generate real results for communities by providing technical assistance that supports new and existing businesses, planning and funding of local physical improvements, local promotional efforts that raise the profile of communities’ downtown districts, and engagement of community members in downtown revitalization.

MICHIGAN MAIN STREET	
Select and Master Level communities in active work ^{1,2}	25 communities in active work
Select and Master Level communities engaged ^{1,2}	8 communities engaged
New businesses generated	87 businesses
Façade improvements	150 improvements
Volunteer hours	33,676
<i>1 Select Level: Once a community has successfully fulfilled the requirements of the Engaged Level, they have the option to apply for the Select Level. At this level, communities can expect assistance in implementing the Main Street Approach™. Michigan Main Street staff, along with other professionals, work closely with Select Level communities to train their boards and committees, hire a full-time Main Street director, recruit volunteers and get the program up and running. The Select Level requires a five-year commitment from participating communities.</i> <i>2 Master Level: The Master Level is available to communities that have successfully completed five years in the Select Level. The Master Level focuses on continuing to assist communities that have successfully integrated a full Main Street program into their community. This is achieved by continuing to offer trainings and networking opportunities through Michigan Main Street, as well as the opportunity to act as mentors for other Michigan Main Street communities. The Master Level requires a two-year commitment from participating communities. Communities have the opportunity to renew their participation for as long as they are actively practicing the Main Street Approach.</i>	

COMMUNITY DEVELOPMENT *continued*

A small business grant program called Match on Main was created in FY 2019. It was intended to provide grants of up to \$25,000 to Select or Master Level Michigan Main Street communities in conjunction with eligible businesses seeking support. Projects could include interior building renovations, furniture and fixtures, permanent equipment, point of sale systems, marketing expenses, and inventory. Participating businesses also must have worked with the Michigan Small Business Development Center on a business plan.

MATCH ON MAIN PROGRAM	
Grant funding awarded ¹	\$200,000
Jobs created	19 FTEs
Square feet of space activated	8,860
Private investment leveraged	\$600,000
<i>1 Awarded to new and expanding businesses located in Select and Master Level Michigan Main Street communities</i>	

Public Spaces Community Places continued to be an innovative, timely and grassroots approach to supporting community development. The first of its kind in the country, the partnership is an innovative tool for communities, nonprofits, and businesses to fill funding gaps for public-use community development projects.

PUBLIC SPACES COMMUNITY PLACES Crowdfunding initiative	
Distinct projects supported	25 projects
Communities with projects	21
Square feet of space revitalized	744,365
Grant funding	\$942,372
Private investment stimulated	\$8,635,452
Dollar amount crowdfunded	\$1,022,654
Patrons/donors	3,575

The MI Local Biz program was launched, utilizing donation-based crowdfunding to generate public interest, to raise funds to assist small businesses negatively impacted by COVID-19, and help position businesses for re-opening once the spread of the virus is contained.

MI LOCAL BIZ COVID-19 RESPONSE PROGRAM	
# of businesses approved for a crowdfunding raise	113
# businesses supported ¹	99
Amount of grant dollars provided	\$432,618
Amount of dollars crowdfunded (total private investment)	\$532,192
# jobs retained	747
# businesses supported in geographically disadvantaged areas	81
Industry breakdown of all companies supported	
Retail	33
Service	35
Restaurant	19
Other	12
<i>1 This number differs from the "approved" businesses as each business had to be supported by a minimum of \$1,000 of community crowdfunding before the MEDC would support the raise with a matching grant.</i>	

COMMUNITY DEVELOPMENT *continued*

The Michigan Small Business Development Center offers expert assistance at no cost to entrepreneurs looking to start or grow a business. Through their 11 regional offices mostly housed in educational institutions throughout the state, SBDC business consultants provide one on one assistance to small business owners.

MICHIGAN SMALL BUSINESS DEVELOPMENT CENTER—CORE SERVICES¹	
Entity receiving funding	Grand Valley State University MI-SBDC Core
Type of funding	Grant: Active
Award date	10/22/20
Award amount	\$1,945,000
Amount rescinded, withdrawn or reduced ²	0
Money, revenue or property returned	0
Unique clients served ²	17,419
Follow-on funding ^{2,3}	\$161,378,849
New patents, copyrights and trademarks applied for ²	0
New start-up companies ²	634
Projected new job growth ^{2,4}	0
Jobs created ²	1,538
New licensing agreements ²	0
Licensing agreements with Michigan-based companies ²	0
Product commercialized ²	0
<p><i>1 The SBDC core services contract is funded through the 21st Century Jobs Fund. Prior to September 30, 2020, the Grand Valley State University MI-SBDC CORE grant was reported under the "21st Century Job Fund Entrepreneurial Support Services and Entrepreneurial Service Providers" report.</i></p> <p><i>2 These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant and reflect the activities of client companies served by the grantees.</i></p> <p><i>3 Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans and sales revenue.</i></p> <p><i>4 Projected new job growth figures reflect the anticipated job creation of client companies served by the grantees.</i></p>	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The Michigan Community Revitalization Program (MCRP) is an incentive program designed to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, reduction of blight, and the reuse of brownfield and historic properties. Job creation is not a focus of this program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides grants for projects that offset the excess costs of the redevelopment

opportunity. Loans and other investment vehicles also are provided in conjunction with senior lenders and are required for any incentive over \$1.5 million.

In FY 2020, 30 projects were approved by the MSF board or by delegated authority. MSF board members receive a report on projects that are approved by delegated authority and all awards are posted on the MEDC's website. The following is a table of project approvals that occurred between October 1, 2019, and September 30, 2020.

MCRP APPROVALS						
Fiscal year 2020: 10/01/2019–09/30/2020						
Company name	MSF approval date	Municipality	County	Project type	Incentive type	Approved amount
Grand Lahser LLC	10/16/19	Detroit	Wayne	New	Grant	\$750,000
Houghton Holdings LLC	10/27/19	Houghton	Houghton	New	Grant	\$646,713
655 W Willis Partners LLC	10/31/19	Detroit	Wayne	New	Grant	\$950,000
City Modern 440 Alfred Street LLC	11/26/19	Detroit	Wayne	New	Loan	\$7,500,000
Sweetwater Development Partners LLC	12/17/19	Muskegon	Muskegon	New	Other	\$1,500,000
POAH DD Sugar Hill LLC	12/17/19	Detroit	Wayne	New	Loan	\$4,000,000
Battle Dog LLC	01/09/20	Battle Creek	Calhoun	New	Grant	\$968,500
Flint Cultural Center Corporation	01/15/20	Flint	Genesee	New	Grant	\$1,000,000
Jefferson VanDyke 2 LLC	01/22/20	Detroit	Wayne	New	Loan	\$3,300,000
3820 West End LLC	01/22/20	Detroit	Wayne	New	Loan	\$1,200,000
Gemini Capital Management VIII LLC	02/03/20	Ithaca	Gratiot	New	Grant	\$378,942
Mid Michigan Health Consortium LLC	02/18/20	Flint	Genesee	New	Grant	\$401,049
Brick Street Lofts LLC	02/25/20	Albion	Calhoun	New	Grant	\$931,534
Landmark Port Huron LLC	03/11/20	Port Huron	St. Clair	New	Grant	\$570,664
New Baltimore Baker Building LLC	03/16/20	New Baltimore	Macomb	New	Grant	\$892,121
ZPS Investments LLC	04/7/20	Lowell	Kent	New	Grant	\$750,000
Queen Lillian II LLC	05/19/20	Detroit	Wayne	New	Other	\$5,300,000
Bagley Development Group	05/19/20	Detroit	Wayne	New	Other	\$5,000,000
Cadillac House LLC	05/20/20	Lexington	Sanilac	Expansion	Grant	\$700,000
615 Holdings LLC	06/03/20	Kalamazoo	Kalamazoo	New	Grant	\$750,000
BRD Opportunity Zone Development LLC	06/23/20	Bay City	Bay	New	Loan	\$1,900,000
ANC Holdings LLC	06/23/20	Lansing	Ingham	New	Grant	\$1,500,000
Gemini Capital Management VIII LLC	07/09/20	Ithaca	Gratiot	New	Grant	\$818,000
Detroit Entrepreneur Development LLC	07/28/20	Jackson	Jackson	New	Other	\$100,000
Bagley Forest Property LLC	07/28/20	Detroit	Wayne	New	Loan	\$1,300,000
3:10 to Huron LLC	08/07/20	Port Huron	St. Clair	New	Grant	\$630,000
Gemini Capital VI LLC	08/24/20	St. Louis	Gratiot	New	Grant	\$373,913
Life is a Dreamtroit LLC	08/25/20	Detroit	Wayne	New	Loan	\$2,493,900
MBSHaw LLC	09/25/20	Grayling	Crawford	New	Grant	\$274,482
Thunder Bay Properties LLC	09/28/20	Alpena	Alpena	New	Grant	\$441,600
TOTAL						\$47,321,418

MICHIGAN COMMUNITY REVITALIZATION PROGRAM PERFORMANCE METRICS

The Omnibus Budget requires the MSF to submit a report updating the legislature on the Michigan Community Revitalization Program (MCRP) performance metrics. The following report shows activity as of September 30, 2020.

Job creation is not a focus of MCRP; there is no information to report for committed or verified jobs. The total proposed private investment as of September 30, 2020, is \$2,331,512,520. The actual private investment is \$1,859,412,684.

Since the program's inception, a total of 6,526,010 square feet of public and private space has been created or reactivated, which includes 2,565,269 square feet of commercial space, 3,194,158 square feet of residential space, and 766,583 square feet of retail space. In addition, a total of 3,341 residential units have been added or reactivated. For a list of projects by year, refer to the Exhibit 1 table of MCRP awards.

The table below includes a listing of MCRP amendments in FY 2020. There were no revocations in FY 2020.

In April 2020, the MSF board approved the MSF Awardee Relief Initiative that is intended to provide temporary relief to MSF borrowers, grantees, and other incentive awardees to reduce the economic impact of COVID-19 on those businesses. Several of the amendments in the table below were approved as a result of this initiative. There were no revocations in FY 2020.

MCRP PROJECT AMENDMENTS | Fiscal year 2020: 10/01/2019–09/30/2020

Company name	Change in approved amount	Original MSF approval date	Amended date	Amendment description	Amendment justification
600 E. Michigan-Lansing LLC	N/A	12/18/18	01/04/19	Added a co-applicant to the grant.	Necessary to meet milestone requirements.
Fulton and Seward LLC	N/A	06/23/15	01/22/20	Updated terms of the loan.	Change in loan terms required an amendment.
55 Ionia Partners LLC	N/A	02/24/15	02/27/20	Change to project scope and updated terms of the loan.	Change in project scope required an amendment.
Grand Lahser LLC	N/A	10/16/19	04/04/20	Extended the due date of Milestone 1 to March 31, 2020, the due date of Milestone 2 to September 30, 2020, and the due date of pre-grant disbursement due diligence conditions to December 31, 2020.	Necessary to meet milestone requirements.
Liberty Way Hospitality LLC	N/A	02/24/15	05/01/20	Updated terms of the loan.	Change in loan terms required an amendment.
Liberty Way Hospitality LLC	N/A	02/24/15	05/01/20	Updated terms of the loan.	Change in loan terms required an amendment.
Fulton and Seward LLC	N/A	06/23/15	05/8/20	Updated terms of the loan.	Change in loan terms required an amendment.
601 West LLC	N/A	07/26/16	05/12/20	Updated terms of the loan.	Change in loan terms required an amendment.
Bridge and Stocking LLC	N/A	04/25/17	05/13/20	Updated terms of the loan.	Change in loan terms required an amendment.
Bridge and Turner LLC	N/A	10/27/15	05/13/20	Updated terms of the loan.	Change in loan terms required an amendment.
Bridge and Turner LLC	N/A	10/27/15	05/13/20	Updated terms of the loan.	Change in loan terms required an amendment.
Mid Towne Village LLC	N/A	08/28/13	05/22/20	Updated terms of the loan.	Change in loan terms required an amendment.
D-Town Grand LLC	N/A	05/26/19	06/23/20	Extended the due date of Milestone 1 to December 31, 2020, the due date of Milestone 2 to June 30, 2022, and the due date of pre-grant disbursement due diligence conditions to September 30, 2022.	Necessary to meet milestone requirements.
Grand Lahser LLC	N/A	10/16/19	06/23/20	Extended the due date of Milestone 1 and Milestone 2 to February 28, 2021, and the due date of pre-grant disbursement due diligence conditions to May 31, 2021.	Necessary to meet milestone requirements.
Uptown Reinvestment Corporation Inc. (Flint Health & Wellness District)	N/A	06/26/13	06/23/20	Updated terms of the loan.	Change in loan terms required an amendment.
Uptown Reinvestment Corporation Inc. (Downtown Flint Hotel)	N/A	08/28/18	06/23/20	Updated terms of the loan.	Change in loan terms required an amendment.
Exchange Building LLC	N/A	12/20/16	07/03/20	Extended the due date of Milestone 3 to October 31, 2020, and updated terms of the loan.	Necessary to meet milestone requirements.
601 West LLC	N/A	07/26/16	07/24/20	Updated terms of the loan.	Change in loan terms required an amendment.
Grand Rapids Downtown Market Holdings LLC	N/A	02/27/13	08/03/20	Updated terms of the loan.	Change in loan terms required an amendment.
Uptown Reinvestment Corporation Inc. (Capitol Theatre Redevelopment)	N/A	02/23/16	08/03/20	Updated terms of the loan.	Change in loan terms required an amendment.
Corlin Builders Inc.	N/A	12/12/18	08/05/20	Extended the due date of Milestone 1 to July 1, 2020, the due date of Milestone 2 to March 31, 2021, and the due date of pre-grant due diligence conditions to June 30, 2021.	Necessary to meet milestone requirements.
RainCheck Development LLC	N/A	09/24/19	08/10/20	Extended the due date of Milestone 3 to May 3, 2021.	Necessary to meet milestone requirements.
Lofts on 820 LLC	N/A	09/17/14	08/14/20	Updated terms of the loan.	Change in loan terms required an amendment.
Benton Harbor Flats LLC	N/A	09/24/19	08/26/20	Extended the due date of Milestone 2 to May 31, 2022, and the due date of pre-grant disbursement due diligence to August 31, 2022.	Necessary to meet milestone requirements.
The Original and Only Thompson Block LLC	N/A	12/19/17	09/14/20	Extended the due date of Milestone 2 to December 31, 2020, and updated terms of the loan.	Necessary to meet milestone requirements.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM

The Michigan Strategic Fund Act requires the MSF to submit a report on the Michigan Community Revitalization Program (MCRP) activities that occurred in the previous fiscal year. This report addresses the reporting requirements for FY 2020. It also includes cumulative activity as of September 30, 2020.

The program's purpose is to accelerate private investment in Michigan's communities through the redevelopment of functionally obsolete properties, reduction of blight and the reuse of brownfield and historic properties. Job creation is not a focus of this program. FY 2020 represents the ninth year of the transition from Brownfield tax credits to MCRP, which is a grant, loan, and other types of investment program. MCRP functions as a deal closing mechanism to address cost gaps and market deficiencies. The program provides incentives that offset the excess costs or extraordinary financial need of the redevelopment opportunity. Loans and other investment vehicles also are provided in conjunction with senior lenders and are required for any incentive over \$1.5 million.

Exhibit 1 shows the details of each approved project. During the fiscal year, 30 projects were approved by the MSF board or by delegated authority. Of the 30

projects that were approved, 19 projects were awarded grants, seven were awarded direct loans, and four were other types of economic assistance. No projects were awarded a combination of loan and grant funds. Other economic assistance awards include loan participations with a senior lender as well as equity contributions through a partnership with the development entity. Job creation is not a primary objective of MCRP, therefore, there is no information to report for the number of new jobs committed or projected, the number of retained jobs committed or projected, the actual number of new jobs, the actual number of retained jobs, the average annual salary for new jobs created or the average annual salary for retained jobs. All data reported is cumulative from program inception through the end of the fiscal year. All awards are posted on the MEDC's website at www.michiganbusiness.org/reports-data/michigan-community-revitalization-program-projects.

The typical duration of a MCRP grant is a 24-month construction period after the agreement is signed prior to funding at the end of the project. This is then followed by approximately 36 months of post-funding compliance. For MCRP loans or other economic assistance vehicles such as participations and collateral support, the term typically matches the bank, which acts as the senior lender for the project. These

loans and other investment loan supports are typically six to eight years in length, including the construction period. Equity investments are typically longer term investments and the MSF must give consent to the sale of property prior to being paid out for their investment.

Awards listed on Exhibit 1 with the status of ended have completed the term for which they are required to submit reports to the MSF and will no longer appear in future reports. All information listed for ended awards reflect the most recent information received.

The total administrative costs for MCRP in FY 2020 were \$2,869,690.82.

In the beginning of FY 2020, the program had 119 finalized written agreements and 20 agreements were ended; the companies successfully met all requirements of the agreement. Twenty-one additional agreements were executed during the reporting period.

No waivers to the MCRP parameters were approved in FY 2020.

MICHIGAN COMMUNITY REVITALIZATION PROGRAM EXHIBIT 1: MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted as reported to the MSF ⁴	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added	Status ⁵	Duration of economic assistance (years)
FY 2012	Woodward Theater LLC *	Detroit	Wayne	New	Other	04/17/12	\$750,000	\$750,000	\$12,389,857	\$3,250,000	\$3,250,000	\$11,880,713	32,000	0	0	0	Monitoring	10
FY 2013	Shiawassee Center (Owosso Community Players) *	Owosso	Shiawassee	New	Grant	10/23/12	\$446,000	\$446,000	\$7,385,496	\$3,498,838	\$5,533,545	\$7,447,334	16,830	0	0	0	Monitoring	14
	Veridea Group *	Marquette	Marquette	New	Other	11/28/12	\$1,857,151	\$1,857,151	\$9,739,432	\$7,428,604	\$7,467,100	\$6,649,308	28,406	0	0	0	Monitoring	6
	618 South Main LLC *	Ann Arbor	Washtenaw	New	Loan	11/28/12	\$3,000,000	\$3,000,000	\$37,047,208	\$12,000,000	\$26,108,227	\$41,200,000	48,000	130,000	0	164	Monitoring	40
	Grand Rapids Downtown Market Holdings LLC *	Grand Rapids	Kent	New	Loan	02/27/13	\$3,000,000	\$3,000,000	\$30,165,835	\$12,000,000	\$22,348,686	\$21,500,000	138,000	0	138,000	0	Monitoring	10
	Parkland Muskegon LLC *	Muskegon	Muskegon	New	Loan	02/27/13	\$1,950,000	\$1,950,000	\$10,700,000	\$6,500,000	\$8,440,331	\$6,400,000	5,000	54,000	7,000	47	Monitoring	25
	HWD Investors LLC (URC FJ LLC and Uptown Reinvestment Corporation Inc.)	Flint	Genesee	New	Other	06/26/13	\$5,649,071	\$5,649,071	\$30,654,023	\$22,596,284	\$23,004,774	\$30,766,147	60,000	16,000	4,500	16	Monitoring	N/A**
	Kirco CH Distribution LLC and Henry Ford Health System *	Detroit	Wayne	New	Grant	06/26/13	\$1,000,000	\$1,000,000	\$29,866,172	\$18,237,430	\$19,610,701	\$26,948,324	274,751	0	0	0	Ended	7
	609 E Kirby Lofts LLC *	Detroit	Wayne	New	Other	07/26/13	\$1,000,000	\$1,000,000	\$6,562,627	\$2,000,000	\$3,037,174	\$4,440,252	0	26,000	0	26	Ended	22
	Mid Towne Hospitality LLC *	Grand Rapids	Kent	New	Other	08/28/13	\$3,000,000	\$3,000,000	\$27,018,173	\$12,000,000	\$20,834,389	\$25,959,177	118,050	0	0	0	Monitoring	9
	Harbortown Riverside LLC and Harbortown Riverside Financing Inc. *	Detroit	Wayne	New	Grant	09/27/13	\$1,000,000	\$1,000,000	\$19,936,653	\$12,773,322	\$16,926,427	\$18,936,653	0	196,425	0	144	Ended	6
FY 2014	Midland DTH LLC *	Midland	Midland	New	Loan	02/25/14	\$4,780,000	\$4,780,000	\$22,966,749	\$16,658,199	\$19,261,320	\$23,232,761	16,819	22,786	11,563	10	Monitoring	15
	Strathmore Apartments LDHA LLC	Detroit	Wayne	New	Other	02/25/14	\$3,500,000	\$3,500,000	\$28,446,000	\$17,500,000	\$18,135,689	\$19,524,000	0	93,854	2,031	129	Monitoring	N/A**
	Landmark Port Huron LLC *	Port Huron	St. Clair	New	Grant	03/06/14	\$100,000	\$100,000	\$1,043,763	\$699,010	\$767,383	\$1,043,000	0	6,300	3,900	8	Ended	5
	Bancroft Project Saginaw LLC	Saginaw	Saginaw	New	Grant	03/12/14	\$1,000,000	\$1,000,000	\$5,496,673	\$3,200,000	\$4,310,756	\$4,500,000	0	97,256	34,015	126	Ended	6
	Alex and Beck LLC	Detroit	Wayne	New	Grant	03/19/14	\$178,000	\$178,000	\$839,084	\$570,521	\$746,632	\$738,369	5,470	2,206	1,632	3	Ended	6
	Diamonds and Rifles LLC and Gold Cash Gold LLC	Detroit	Wayne	New	Grant	03/19/14	\$200,000	\$200,000	\$1,890,314	\$1,142,834	\$1,428,542	\$2,347,000	0	6,000	3,000	0	Ended	5
	Arena Place Development LLC	Grand Rapids	Kent	New	Other	03/25/14	\$4,500,000	\$4,500,000	\$44,000,000	\$18,000,000	\$36,295,312	\$48,000,000	235,042	109,644	15,853	100	Ended	9

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
MICHIGAN COMMUNITY REVITALIZATION PROGRAM
EXHIBIT 1: MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted as reported to the MSF ⁴	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added	Status ⁸	Duration of economic assistance (years)
FY 2014	Woodward Willis LLC	Detroit	Wayne	New	Grant	04/01/14	\$745,000	\$745,000	\$6,429,399	\$4,019,205	\$4,297,395	\$4,086,289	24,098	0	2,222	0	Ended	6
	Ransom Real Estate LLC	Kalamazoo	Kalamazoo	New	Grant	04/30/14	\$411,000	\$384,314	\$2,356,461	\$1,634,561	\$1,821,571	\$1,637,257	8,485	4,500	0	5	Ended	6
	Wesener LLC *	Owosso	Shiawassee	New	Grant	05/18/14	\$560,000	\$560,000	\$2,697,783	\$1,790,400	\$2,336,879	\$2,697,783	0	11,500	5,750	7	Ended	6
	NY Jefferson LLC	Detroit	Wayne	New	Grant	06/20/14	\$834,800	\$601,807	\$5,189,853	\$2,407,229	\$2,407,229	\$3,670,000	0	0	87,000	0	Ended	5
	Du Charme Place LLC *	Detroit	Wayne	New	Other	08/26/14	\$5,700,000	\$5,700,000	\$38,463,308	\$22,800,000	\$30,797,961	\$39,336,627	0	196,791	0	185	Monitoring	N/A**
	Lofts on Michigan LLC *	Grand Rapids	Kent	New	Loan	08/26/14	\$2,450,000	\$2,450,000	\$15,150,000	\$8,206,800	\$11,098,512	\$14,358,321	0	43,773	12,735	52	Monitoring	8
	Rivertown Phase I LLC *	Detroit	Wayne	New	Other	08/26/14	\$8,110,000	\$8,110,000	\$61,035,220	\$32,440,000	\$39,625,412	\$61,025,000	0	230,239	10,500	278	Monitoring	N/A**
	1400 Wealthy LLC *	Grand Rapids	Kent	New	Grant	09/12/14	\$800,000	\$800,000	\$5,500,000	\$3,510,400	\$4,259,939	\$5,179,939	0	37,510	2,500	35	Ended	6
	Hallmark Ventures LLC *	Dearborn	Wayne	New	Grant	09/17/14	\$1,000,000	\$1,000,000	\$8,641,020	\$5,255,776	\$7,644,774	\$8,570,000	60,000	0	2,500	0	Ended	6
	Griswold Project LLC	Detroit	Wayne	Expansion	Other	09/17/14	\$4,798,000	\$4,798,000	\$22,806,250	\$19,192,000	\$19,256,466	\$21,500,000	0	73,306	0	80	Monitoring	N/A**
	Lofts on 820 LLC	Grand Rapids	Kent	New	Other	09/17/14	\$3,100,000	\$3,100,000	\$21,800,000	\$12,808,000	\$14,327,392	\$18,556,962	0	63,685	25,787	87	Monitoring	7
	751 Griswold Detroit LLC	Detroit	Wayne	New	Grant	09/19/14	\$682,279	\$682,279	\$4,455,795	\$2,366,104	\$3,035,021	\$6,800,000	26,454	0	0	0	Ended	6
	Artspace Projects Inc.	Dearborn	Wayne	New	Grant	09/22/14	\$1,000,000	\$1,000,000	\$15,807,762	\$4,021,815	\$4,595,811	\$14,592,162	19,510	80,496	0	53	Ended	7
	5734 Woodward LLC	Detroit	Wayne	New	Grant	09/26/14	\$240,625	\$240,625	\$1,565,200	\$770,000	\$1,615,641	\$1,325,000	4,600	1,800	2,800	4	Ended	5
	Stocking Street Properties LLC	Grand Rapids	Kent	New	Grant	09/29/14	\$89,574	\$89,574	\$1,165,193	\$358,300	\$466,686	\$1,765,800	11,915	0	0	0	Ended	5
TFG Building LLC	Grand Rapids	Kent	New	Grant	09/30/14	\$136,527	\$136,527	\$1,289,182	\$728,145	\$956,569	\$1,484,402	3,600	7,200	0	8	Ended	5	
FY 2015	250 West Larned LLC	Detroit	Wayne	New	Other	10/28/14	\$5,840,000	\$5,840,000	\$28,947,940	\$23,360,000	\$26,022,034	\$29,094,442	91,200	0	0	0	Monitoring	N/A**
	Outfield Partners LLC ⁵	Lansing	Ingham	New	Other	12/16/14	\$2,455,000	\$2,455,000	\$11,201,213	\$9,820,000	\$10,224,017	\$9,498,158	0	74,000	0	84	Monitoring	N/A**
	TC 555 Michigan LLC *	Grand Rapids	Kent	New	Grant	12/16/14	\$1,000,000	\$1,000,000	\$7,399,671	\$4,308,797	\$4,997,915	\$7,120,883	0	22,500	5,600	26	Ended	5
	Roebuck Residential LLC	Wyandotte	Wayne	New	Grant	02/05/15	\$798,000	\$798,000	\$5,050,000	\$3,192,000	\$5,000,094	\$5,600,000	24,960	9,600	9,100	6	Ended	5
	Cedar Springs Brewing Company LLC *	Cedar Springs	Kent	New	Grant	02/18/15	\$285,614	\$285,614	\$1,564,570	\$1,146,456	\$1,902,263	\$2,122,263	6,300	0	1,500	0	Ended	5
	KWA I Residential LLC *	Detroit	Wayne	New	Grant	02/18/15	\$1,000,000	\$1,000,000	\$12,765,896	\$7,643,774	\$9,554,718	\$11,409,517	0	48,748	5,504	42	Ended	6
	Veridea Group	Marquette	Marquette	New	Other	02/24/15	\$4,100,000	\$4,100,000	\$20,358,038	\$14,800,000	\$14,964,505	\$18,229,980	62,008	6,690	200	10	Monitoring	5
	55 Ionia Partners LLC	Grand Rapids	Kent	New	Other	02/24/15	\$4,325,000	\$4,325,000	\$34,400,000	\$20,223,000	\$26,856,575	\$33,304,182	36,500	51,900	23,129	77	Monitoring	10
	George F. Eyde Family LLC	Lansing	Ingham	New	Grant	03/25/15	\$289,250	\$282,523	\$1,666,200	\$925,600	\$1,412,623	\$1,289,709	7,028	0	5,079	0	Monitoring	5
	207 East Baltimore LLC	Detroit	Wayne	New	Grant	04/01/15	\$225,000	\$225,000	\$1,787,300	\$1,058,960	\$1,471,308	\$2,229,000	0	13,500	0	12	Ended	6
	Paradise Valley Real Estate Holdings LLC	Detroit	Wayne	New	Grant	04/22/15	\$413,000	\$413,000	\$3,155,006	\$1,321,627	\$1,655,274	\$3,244,000	8,000	0	0	0	Ended	6
	Moso Village LLC *	Sturgis	St. Joseph	New	Grant	04/28/15	\$1,000,000	\$1,000,000	\$6,693,668	\$4,010,726	\$4,826,632	\$5,860,000	22,500	12,000	0	12	Ended	7
	Woodward and Erskine LLC	Detroit	Wayne	New	Loan	06/08/15	\$1,500,000	\$1,500,000	\$61,275,000	\$43,030,000	\$48,494,306	\$64,995,000	0	200,000	15,000	199	Ended	8
	Lofts on Alabama LLC *	Grand Rapids	Kent	New	Loan	06/08/15	\$3,000,000	\$3,000,000	\$20,000,000	\$12,000,000	\$14,998,628	\$16,700,000	0	101,399	0	100	Monitoring	7
	678 Selden LLC	Detroit	Wayne	New	Grant	06/16/15	\$670,210	\$670,210	\$3,689,001	\$2,153,484	\$2,689,668	\$3,462,700	0	11,000	0	30	Ended	6
	Fulton and Seward *	Grand Rapids	Kent	New	Other	06/23/15	\$3,000,000	\$3,000,000	\$33,775,000	\$20,021,000	\$26,506,520	\$29,393,055	10,045	122,000	0	110	Monitoring	10
	1215 Griswold LLC	Detroit	Wayne	New	Loan	07/07/15	\$1,000,000	\$1,000,000	\$10,317,618	\$6,910,598	\$8,536,111	\$11,625,413	0	40,984	23,359	25	Monitoring	23
Casamira Detroit LLC *	Detroit	Wayne	New	Grant	08/25/15	\$1,000,000	\$1,000,000	\$10,176,032	\$5,494,324	\$6,943,556	\$5,314,642	0	54,000	0	44	Monitoring	6	
Port Huron Citadel LLC	Port Huron	St. Clair	New	Grant	09/17/15	\$200,000	\$165,120	\$1,210,970	\$888,775	\$917,330	\$1,023,922	6,000	6,000	1,000	6	Ended	4	
HM Ventures Group 6 LLC*	Detroit	Wayne	New	Loan	09/22/15	\$3,500,000	\$3,500,000	\$22,285,010	\$14,000,000	\$15,277,107	\$24,000,000	55,000	0	0	0	Monitoring	7	
OMH LLC*	Grand Rapids	Kent	New	Other	09/22/15	\$5,400,000	\$5,400,000	\$26,889,744	\$21,600,000	\$24,735,588	\$28,303,798	0	58,583	9,610	87	Monitoring	9	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
MICHIGAN COMMUNITY REVITALIZATION PROGRAM
EXHIBIT 1: MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted as reported to the MSF ⁴	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added	Status ⁸	Duration of economic assistance (years)
FY 2016	Strand Theater Manager LLC	Pontiac	Oakland	New	Loan	10/27/15	\$4,500,000	\$4,500,000	\$19,687,183	\$9,000,000	\$9,598,256	\$12,568,996	45,000	0	45,000	0	Monitoring	20
	The Plaza Midtown LLC	Detroit	Wayne	New	Other	10/27/15	\$3,500,000	\$3,500,000	\$21,107,860	\$14,000,000	\$14,163,262	\$12,000,000	1,700	71,314	0	72	Monitoring	N/A**
	Bridge and Turner LLC*	Grand Rapids	Kent	New	Other	10/27/15	\$2,500,000	\$2,500,000	\$25,000,000	\$16,066,000	\$23,598,150	\$23,293,706	60,110	39,093	7,386	40	Monitoring	8
	GL Rentals LLC	Zeeland	Ottawa	New	Grant	10/30/15	\$325,000	\$325,000	\$1,219,462	\$1,145,530	\$1,421,180	\$1,533,733	3,872	3,872	0	3	Monitoring	7
	NOMI Developers LLC*	Kalamazoo	Kalamazoo	New	Grant	11/24/15	\$665,000	\$665,000	\$3,803,857	\$2,835,615	\$4,273,318	\$3,356,500	0	31,500	2,000	47	Monitoring	6
	1030 Plym Park LLC	Niles	Berrien	New	Grant	12/22/15	\$210,501	\$210,501	\$924,073	\$844,930	\$1,059,428	\$1,450,000	14,400	0	0	0	Monitoring	5
	Uptown Reinvestment Corporation Inc.	Flint	Genesee	New	Other	02/23/16	\$5,500,000	\$5,500,000	\$31,401,700	\$20,120,000	\$22,714,947	\$30,561,443	51,159	0	8,640	0	Monitoring	N/A**
	GTW Depot LLC*	Kalamazoo	Kalamazoo	New	Grant	03/29/16	\$484,435	\$484,435	\$3,110,509	\$1,937,740	\$2,487,069	\$3,218,525	2,247	0	11,486	0	Monitoring	6
	Uptown Housing LLC	Grand Rapids	Kent	New	Grant	04/12/16	\$132,000	\$132,000	\$1,244,194	\$700,000	\$1,264,277	\$1,740,000	0	8,375	825	7	Monitoring	6
	GS Entertainment LLC	Utica	Macomb	New	Grant	05/12/16	\$287,000	\$287,000	\$1,813,000	\$1,148,000	\$1,605,530	\$1,018,239	294,300	0	0	0	Ended	3
	Peregrine PNC LLC*	Kalamazoo	Kalamazoo	New	Grant	05/24/16	\$750,000	\$750,000	\$4,501,360	\$3,151,381	\$5,012,117	\$5,569,769	5,190	28,716	1,964	16	Ended	4
	River's Edge Partners LLC*	Kalamazoo	Kalamazoo	New	Grant	06/28/16	\$750,000	\$725,389	\$9,654,434	\$6,457,340	\$7,253,891	\$11,000,000	53,000	0	0	0	Ended	6
	River Parc Place II LLC*	Manistee	Manistee	New	Grant	06/28/16	\$636,680	\$583,675	\$3,414,944	\$2,456,720	\$2,918,375	\$2,918,375	0	20,000	0	18	Ended	4
	Cellar Brewing Co. ⁹	Sparta	Kent	Relocation	Grant	07/25/16	\$250,940	\$240,741	\$1,624,000	\$1,244,790	\$1,416,120	\$1,664,120	10,137	0	0	0	Monitoring	5
	601 West LLC*	Grand Rapids	Kent	New	Other	07/26/16	\$2,900,000	\$2,900,000	\$19,040,500	\$13,152,900	\$13,513,433	\$15,425,000	0	55,473	8,200	63	Monitoring	28
	Inn on Water Street LLC*	Marine City	St. Clair	New	Grant	09/23/16	\$642,000	\$642,000	\$3,549,007	\$2,568,000	\$3,413,344	\$3,549,007	14,558	11,836	2,326	4	Monitoring	6
	Third & Grand LLC*	Detroit	Wayne	New	Other	09/27/16	\$2,000,000	\$2,000,000	\$54,615,786	\$29,651,000	\$0	\$62,530,000	0	0	0	0	Monitoring	4
	Diamond Place LLC**	Grand Rapids	Kent	New	Other	09/27/16	\$2,826,000	\$2,826,000	\$19,503,507	\$11,304,909	\$15,393,360	\$8,957,467	22,421	36,850	22,421	42	Monitoring	8
	Shoppes at Woodward LLC	Detroit	Wayne	New	Grant	09/28/16	\$750,000	\$750,000	\$5,804,857	\$3,356,518	\$4,271,620	\$6,562,595	15,757	5,231	2,136	10	Monitoring	5
	Chamber Support Corporation	Owosso	Shiawassee	New	Grant	09/27/16	\$1,402,000	\$1,402,000	\$4,272,778	\$2,986,190	\$3,811,289	\$4,272,778	36,000	0	0	28	Monitoring	6
Trident-Corktown LLC	Detroit	Wayne	New	Other	09/27/16	\$6,900,000	\$6,900,000	\$43,824,479	\$27,390,000	\$37,189,354	\$36,290,110	0	126,624	0	151	Monitoring	N/A**	
Downtown Albion Hotel LLC	Albion	Calhoun	New	Grant	09/27/16	\$1,000,000	\$1,000,000	\$9,587,408	\$6,347,000	\$9,413,916	\$10,061,434	67,000	0	0	0	Monitoring	7	
FY 2017	MidTown Lofts LLC	Port Huron	St. Clair	New	Grant	10/19/16	\$83,126	\$69,696	\$432,504	\$332,504	\$348,479	\$453,433	3,000	2,850	0	3	Ended	5
	216/220 WM LLC*	Kalamazoo	Kalamazoo	New	Grant	10/21/16	\$387,147	\$386,714	\$2,409,138	\$1,563,168	\$1,933,568	\$2,817,294	4,912	3,565	3,226	2	Monitoring	5
	Detroit Entrepreneur Development LLC	Jackson	Jackson	New	Other	10/25/16	\$1,300,000	\$1,300,000	\$5,385,838	\$5,200,000	\$5,385,463	\$4,168,969	8,500	29,655	0	30	Monitoring	3
	Offsite Lake Drive LLC*	Grand Rapids	Kent	New	Other	10/25/16	\$1,773,700	\$1,773,700	\$11,942,125	\$6,439,000	\$9,332,571	\$8,565,000	7,467	42,321	0	41	Ended	9
	Hinman Lake LLC	Muskegon	Muskegon	New	Grant	10/31/16	\$450,600	\$450,600	\$2,603,125	\$1,802,400	\$2,572,333	\$3,050,000	5,832	24,060	0	20	Monitoring	5
	Metropolitan Hotel Partners LLC	Detroit	Wayne	New	Loan	11/22/16	\$6,500,000	\$6,500,000	\$34,056,974	\$26,000,000	\$28,233,076	\$27,613,692	81,000	0	7,000	0	Monitoring	8
	Exchange Building LLC*	Kalamazoo	Kalamazoo	New	Other	12/20/16	\$6,400,000	\$6,400,000	\$52,691,371	\$32,000,000	\$0	\$29,405,271	0	0	0	0	Monitoring	9
	BGR Investments LLC	Lowell	Kent	New	Grant	12/22/16	\$193,200	\$193,200	\$1,189,342	\$673,360	\$841,556	\$1,407,000	9,600	0	0	0	Monitoring	4
	Coe Van Dyke LLC	Detroit	Wayne	New	Grant	02/23/17	\$730,933	\$730,933	\$3,266,717	\$2,923,732	\$3,655,879	\$3,266,717	0	17,456	1,354	12	Monitoring	5
	AG Selden LLC	Detroit	Wayne	New	Other	03/28/17	\$1,000,000	\$1,000,000	\$7,236,720	\$4,396,128	\$5,034,291	\$3,816,592	0	9,636	18,978	8	Monitoring	18
	Skypoint Ventures LLC	Flint	Genesee	New	Grant	03/28/17	\$1,000,000	\$957,521	\$5,139,952	\$4,748,362	\$5,319,560	\$7,856,668	31,315	0	6,334	0	Monitoring	5
	SVRC Industries Inc.	Saginaw	Saginaw	New	Loan	04/25/17	\$3,475,000	\$3,475,000	\$20,689,043	\$14,574,000	\$14,899,826	\$21,186,000	50,000	0	11,000	0	Monitoring	10
	Bridge and Stocking LLC*	Grand Rapids	Kent	New	Other	04/25/17	\$6,300,000	\$6,300,000	\$55,615,000	\$38,795,000	\$0	\$42,715,000	0	0	0	0	Monitoring	10
	SVRC Industries Inc.	Saginaw	Saginaw	New	Loan	04/25/17	\$3,475,000	\$3,475,000	\$20,689,043	\$14,574,000	\$14,899,826	\$21,186,000	50,000	0	11,000	0	Monitoring	10
	6402 Woodward Ave LLC	Detroit	Wayne	New	Grant	06/15/17	\$750,000	\$750,000	\$6,825,305	\$4,579,487	\$6,186,832	\$9,500,000	0	17,040	7,519	23	Monitoring	4
	213 Development LLC ¹⁰	Bay City	Bay	Expansion	Loan	06/27/17	\$2,400,000	\$2,400,000	\$10,723,004	\$7,764,000	\$0	\$11,942,111	0	0	0	0	Monitoring	7
Corner Lender LLC*	Detroit	Wayne	New	Loan	07/25/17	\$4,375,000	\$4,375,000	\$27,291,067	\$21,875,000	\$0	\$27,291,067	0	0	0	0	Monitoring	8	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
MICHIGAN COMMUNITY REVITALIZATION PROGRAM
EXHIBIT 1: MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted as reported to the MSF ⁴	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added	Status ⁸	Duration of economic assistance (years)
FY 2017	TKJ Fenton LLC	Fenton	Genesee	New	Grant	07/25/17	\$543,743	\$543,743	\$5,790,000	\$4,198,744	\$5,814,844	\$7,840,944	24,244	0	8,040	0	Monitoring	6
	Looney Moon LLC	Lansing	Ingham	New	Grant	08/22/17	\$300,000	\$0	\$1,396,023	\$1,260,990	\$0	\$1,048,850	0	0	0	0	Ended	6
	550 Bears LLC	Flint	Genesee	New	Grant	09/26/17	\$1,500,000	\$1,500,000	\$11,149,687	\$6,453,656	\$7,567,070	\$12,675,045	36,000	0	0	0	Monitoring	6
	HB BM East Lansing LLC*	East Lansing	Ingham	New	Loan	09/26/17	\$6,750,000	\$6,750,000	\$126,603,899	\$33,750,000	\$0	\$125,000,000	0	0	0	0	Monitoring	6
	Geenen DeKock Properties LLC*	Holland	Ottawa	New	Other	09/26/17	\$1,000,000	\$1,000,000	\$9,100,000	\$5,000,000	\$9,138,470	\$8,100,000	0	19,060	35,254	16	Monitoring	10
FY 2018	Wabash & Main LLC ⁷	Milan	Washtenaw	New	Grant	10/24/17	\$1,123,601	\$1,123,601	\$5,265,118	\$2,795,523	\$5,272,129	\$3,684,255	0	16,500	10,500	15	Monitoring	9
	Landmark Port Huron LLC	Port Huron	St. Clair	New	Grant	10/24/17	\$644,330	\$644,330	\$2,483,303	\$2,061,860	\$2,677,992	\$2,506,320	8,230	10,675	0	19	Monitoring	5
	North Channel Investors LLC*	Manistee	Manistee	New	Grant	11/28/17	\$970,000	\$970,000	\$4,417,639	\$3,200,308	\$3,927,963	\$3,073,000	8,000	8,000	0	11	Monitoring	4
	Original and Only Thompson Block LLC*	Ypsilanti	Washtenaw	New	Other	12/19/17	\$3,175,000	\$3,175,000	\$11,779,614	\$7,620,200	\$0	\$9,011,462	0	0	0	0	Monitoring	7
	L&P Properties LLC	Lansing	Ingham	New	Grant	01/05/18	\$92,960	\$80,506	\$508,635	\$372,224	\$402,529	\$627,530	2,145	2,145	2,145	2	Monitoring	5
	3424 Chicago Drive LLC	Hudsonville	Ottawa	New	Grant	01/12/18	\$686,645	\$686,645	\$3,549,665	\$2,840,980	\$3,551,227	\$3,551,227	3,400	8,400	8,400	9	Monitoring	5
	13 N. Washington Street LLC	Ypsilanti	Washtenaw	New	Grant	01/29/18	\$295,000	\$295,000	\$1,183,387	\$946,697	\$1,268,749	\$1,200,000	9,000	0	0	0	Monitoring	4
	Y Site LLC*	Lansing	Ingham	New	Other	02/27/18	\$2,957,000	\$2,957,000	\$24,665,567	\$14,785,000	\$0	\$21,081,362	0	0	0	0	Monitoring	N/A**
	Jackson Entertainment LLC*	Grand Rapids	Kent	New	Other	04/24/18	\$5,500,000	\$5,500,000	\$69,093,423	\$29,910,000	\$0	\$29,184,905	0	0	0	0	Monitoring	9
	George F. Eyde Family LLC*	Lansing	Ingham	New	Other	04/24/18	\$2,400,000	\$2,400,000	\$13,698,710	\$9,600,000	\$0	\$15,873,947	0	0	0	0	Monitoring	8
	Holden Block LLC	Detroit	Wayne	New	Grant	05/15/18	\$400,000	\$400,000	\$2,914,714	\$1,853,018	\$2,048,054	\$3,101,375	19,700	0	17,500	0	Monitoring	5
	Great Lakes Development Investments Inc.	Muskegon	Muskegon	New	Other	05/22/18	\$1,500,000	\$1,500,000	\$7,267,890	\$6,000,000	\$0	\$3,998,002	0	0	0	0	Monitoring	5
	400 Rose LLC*	Kalamazoo	Kalamazoo	New	Other	06/26/18	\$4,400,000	\$4,400,000	\$25,558,576	\$17,600,000	\$20,388,154	\$25,924,016	0	102,733	2,483	135	Monitoring	9
	Communities First Inc.	Flint	Genesee	New	Grant	06/26/18	\$1,000,000	\$1,000,000	\$15,515,679	\$3,382,000	\$12,875,803	\$14,741,826	0	49,511	9,882	54	Monitoring	5
	Gemini Capital Management LLC	Alma	Gratiot	New	Grant	07/24/18	\$109,172	\$109,172	\$306,700	\$209,778	\$262,410	\$369,202	0	2,900	0	3	Monitoring	4
	Uptown Reinvestment Corporation Inc.*	Flint	Genesee	New	Other	08/28/18	\$7,949,000	\$7,949,000	\$37,982,531	\$31,796,000	\$0	\$31,492,035	0	0	0	0	Monitoring	19
	Main Street Uptown Development LLC	Bay City	Bay	New	Grant	09/15/18	\$575,000	\$575,000	\$8,022,566	\$6,397,519	\$7,322,768	\$8,218,142	17,513	36,592	0	0	Monitoring	5
Temple Group Holdings LLC*	Detroit	Wayne	New	Other	09/25/18	\$5,697,000	\$5,697,000	\$67,679,658	\$36,473,000	\$0	\$31,900,000	0	0	0	0	Monitoring	7	
URC South 600 LLC	Flint	Genesee	New	Grant	09/27/18	\$200,000	\$200,000	\$1,221,509	\$889,541	\$1,126,197	\$1,178,353	7,389	0	1,574	0	Monitoring	5	
FY 2019	MDH Development LLC*	Battle Creek	Calhoun	New	Loan	11/27/18	\$10,000,000	\$10,000,000	\$32,330,000	\$20,000,000	\$0	\$13,500,000	0	0	0	0	Monitoring	4
	Corlin Builders Inc.	Fenton	Genesee	New	Grant	12/12/18	\$750,000	\$0	\$6,314,541	\$5,031,000	\$0	\$3,967,904	0	0	0	0	Monitoring	6
	600 E. Michigan-Lansing LLC*	Lansing	Ingham	New	Grant	12/18/18	\$1,500,000	\$0	\$26,079,973	\$10,306,652	\$0	\$17,047,570	0	0	0	0	Monitoring	11
	Alma Opera Block LLC	Alma	Gratiot	New	Grant	01/22/19	\$1,500,000	\$0	\$3,718,035	\$2,390,637	\$0	\$9,400,000	0	0	0	0	Monitoring	4
	Jackson Downtown Partners LLC*	Jackson	Jackson	New	Other	02/26/19	\$3,066,250	\$3,066,250	\$13,560,651	\$12,265,000	\$0	\$4,624,931	0	0	0	0	Monitoring	7
	Kzoo Hotel Partners LLC*	Kalamazoo	Kalamazoo	New	Other	02/26/19	\$7,454,000	\$7,454,000	\$44,065,463	\$29,816,000	\$0	\$37,792,421	0	0	0	0	Monitoring	5
	515 Ionia LLC*	Lansing	Ingham	New	Grant	03/26/19	\$254,362	\$0	\$1,214,417	\$1,017,447	\$0	\$855,000	0	0	0	0	Monitoring	5
	IDRE3 LLC	Detroit	Wayne	New	Loan	03/26/19	\$3,500,000	\$3,500,000	\$22,500,000	\$17,500,000	\$0	\$0	0	0	0	0	Monitoring	11
	South Haven Center LLC	South Haven	Van Buren	New	Grant	04/16/19	\$750,000	\$0	\$3,827,767	\$3,126,274	\$0	\$3,900,000	0	0	0	0	Monitoring	4
	Canute Properties LLC	Alpena	Alpena	New	Grant	04/19/19	\$622,939	\$0	\$867,316	\$996,700	\$0	\$1,195,159	0	0	0	0	Monitoring	5
	FCM Development LLC	St. Johns	Clinton	New	Grant	04/25/19	\$429,534	\$0	\$2,020,000	\$1,723,180	\$0	\$2,400,000	0	0	0	0	Monitoring	4
	City of Boyne City	Boyne City	Charlevoix	Expansion	Grant	04/29/19	\$408,515	\$0	\$408,515	\$653,464	\$0	\$0	0	0	0	0	Monitoring	4
	Record Box LLC	Battle Creek	Calhoun	New	Grant	05/08/19	\$415,000	\$0	\$1,405,233	\$1,334,666	\$0	\$301,905	0	0	0	0	Monitoring	5
Cheboygan Main Street LLC*	Cheboygan	Cheboygan	New	Grant	05/13/19	\$417,500	\$0	\$485,300	\$668,000	\$0	\$618,000	0	0	0	0	Monitoring	4	
D-Town Grand LLC	Detroit	Wayne	New	Grant	05/26/19	\$220,682	\$0	\$902,379	\$706,184	\$0	\$240,000	0	0	0	0	Monitoring	4	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*
MICHIGAN COMMUNITY REVITALIZATION PROGRAM
EXHIBIT 1: MSF BOARD ACTION TAKEN: EXECUTED AGREEMENT *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted as reported to the MSF ⁴	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added	Status ⁸	Duration of economic assistance (years)	
FY 2019	Wax Real Estate Holdings LLC	Linden	Genesee	New	Grant	06/06/19	\$723,975	\$0	\$3,790,158	\$2,908,021	\$0	\$0	0	0	0	0	Monitoring	4	
	Jim Gilmore Jr. Foundation*	Kalamazoo	Kalamazoo	New	Grant	06/07/19	\$487,000	\$0	\$5,077,334	\$3,088,384	\$0	\$4,118,721	0	0	0	0	Monitoring	5	
	Cadillac Lofts LLC*	Cadillac	Wexford	New	Grant	06/25/19	\$1,500,000	\$0	\$7,786,788	\$6,102,666	\$0	\$9,156,715	0	0	0	0	Monitoring	4	
	Gemini Capital Management VIII LLC	Alma	Gratiot	New	Grant	07/15/19	\$316,534	\$0	\$421,664	\$506,454	\$0	\$421,664	0	0	0	0	Monitoring	4	
	WB Vacation Properties LLC	Cheboygan	Cheboygan	New	Grant	07/29/19	\$490,538	\$0	\$1,029,842	\$784,861	\$0	\$1,500,000	0	0	0	0	Monitoring	4	
	RainCheck Development LLC*	Detroit	Wayne	New	Loan	09/24/19	\$1,400,000	\$1,400,000	\$8,159,970	\$5,600,000	\$0	\$0	0	0	0	0	0	Monitoring	10
	Benton Harbor Flats LLC	Benton Harbor	Berrien	New	Grant	09/24/19	\$1,500,000	\$0	\$2,100,709	\$2,596,000	\$0	\$0	0	0	0	0	0	Monitoring	5
FY 2020	Grand Lahser LLC	Detroit	Wayne	New	Grant	10/16/19	\$750,000	\$0	\$1,589,887	\$2,464,791	\$0	\$1,230,000	0	0	0	0	Monitoring	4	
	Houghton Holdings LLC	Houghton	Houghton	New	Grant	10/27/19	\$646,713	\$646,713	\$2,783,000	\$2,440,570	\$2,746,744	\$2,800,000	14,600	0	0	0	Monitoring	5	
	655 W Willis Partners LLC	Detroit	Wayne	New	Grant	10/31/19	\$950,000	\$0	\$5,951,297	\$4,585,141	\$0	\$5,240,000	0	0	0	0	Monitoring	3	
	City Modern 440 Alfred Street LLC*	Detroit	Wayne	New	Loan	11/26/19	\$7,500,000	\$0	\$43,067,728	\$31,694,000	\$0	\$41,910,651	0	0	0	0	Monitoring	10	
	POAH DD Sugar Hill LLC*	Detroit	Wayne	New	Loan	12/17/19	\$4,000,000	\$4,000,000	\$36,612,679	\$21,510,000	\$0	\$7,572,887	0	0	0	0	Monitoring	7	
	Battle Dog LLC	Battle Creek	Calhoun	New	Grant	01/09/20	\$968,500	\$0	\$3,096,720	\$3,099,270	\$0	\$2,581,720	0	0	0	0	Monitoring	4	
	Flint Cultural Center Corporation	Flint	Genesee	New	Grant	01/15/20	\$1,000,000	\$0	\$25,500,000	\$18,154,626	\$0	\$25,000	0	0	0	0	Monitoring	5	
	Gemini Capital Management VIII LLC	Ithaca	Gratiot	New	Grant	02/03/20	\$378,942	\$0	\$540,759	\$639,652	\$0	\$0	0	0	0	0	0	Monitoring	3
	Mid Michigan Health Consortium LLC	Flint	Genesee	New	Grant	02/18/20	\$401,049	\$0	\$2,411,778	\$1,902,261	\$0	\$2,411,778	0	0	0	0	0	Monitoring	4
	Brick Street Lofts LLC*	Albion	Calhoun	New	Grant	02/25/20	\$931,534	\$0	\$2,080,438	\$1,741,336	\$0	\$1,034,798	0	0	0	0	0	Monitoring	4
	Landmark Port Huron LLC	Port Huron	St. Clair	New	Grant	03/11/20	\$570,664	\$0	\$2,167,704	\$1,826,125	\$0	\$0	0	0	0	0	0	Monitoring	4
	New Baltimore Baker Building LLC	New Baltimore	Macomb	New	Grant	03/16/20	\$892,121	\$0	\$1,275,103	\$1,427,394	\$0	\$0	0	0	0	0	0	Monitoring	5
	ZPS Investments LLC	Lowell	Kent	New	Grant	04/07/20	\$750,000	\$0	\$1,673,000	\$1,436,154	\$0	\$2,423,000	0	0	0	0	0	Monitoring	4
	Cadillac House LLC	Lexington	Sanilac	Expansion	Grant	05/20/20	\$700,000	\$0	\$1,809,480	\$1,736,284	\$0	\$0	0	0	0	0	0	Monitoring	4
	Gemini Capital Management VIII LLC	Ithaca	Gratiot	New	Grant	07/09/20	\$818,000	\$0	\$999,570	\$1,328,686	\$0	\$0	0	0	0	0	0	Monitoring	4
Bagley Forest Property LLC ^{*11}	Detroit	Wayne	New	Loan	07/28/20	\$1,300,000	\$0	\$6,779,317	\$4,230,000	\$0	\$8,059,207	0	8,000	19,641	0	0	Monitoring	6	
TOTAL							\$298,107,166	\$267,151,879	\$2,205,558,536	\$1,335,112,520	\$1,014,863,617	\$1,859,412,684	2,565,269	3,194,158	766,583	3,341		7.11***	

MICHIGAN COMMUNITY REVITALIZATION PROGRAM *continued*

**MICHIGAN COMMUNITY REVITALIZATION PROGRAM
EXHIBIT 1: MSF BOARD ACTION TAKEN: NO EXECUTED AGREEMENT**

Fiscal year 2020: 10/01/2019–09/30/2020

FY approved	Company name	Municipality	County	Project type	Incentive type	MSF approval date	Award amount	Actual amount disbursed	Proposed private investment amount ¹	Minimum eligible investment ²	Verified eligible investment ³	Actual private investment attracted ³	Commercial: sq. footage revitalized/ added	Residential: sq. footage revitalized/ added	Retail: sq. footage revitalized/ added	# of residential units revitalized/ added
FY 2020	Sweetwater Development Partners LLC	Muskegon	Muskegon	New	Loan	12/17/19	\$1,500,000	\$0	\$8,900,970							
	Jefferson VanDyke 2 LLC	Detroit	Wayne	New	Loan	01/22/20	\$3,300,000	\$0	\$22,033,151							
	3820 West End LLC	Detroit	Wayne	New	Loan	01/22/20	\$1,200,000	\$0	\$6,641,562							
	Queen Lillian II LLC	Detroit	Wayne	New	Other	05/19/20	\$5,300,000	\$0	\$28,105,956							
	615 Holdings LLC	Kalamazoo	Kalamazoo	New	Grant	06/03/20	\$750,000	\$0	\$3,998,078							
	BRD Opportunity Zone Development LLC	Bay City	Bay	New	Loan	06/23/20	\$1,900,000	\$0	\$22,000,000							
	ANC Holdings LLC	Lansing	Ingham	New	Grant	06/23/20	\$1,500,000	\$0	\$10,259,066							
	Detroit Entrepreneur Development LLC ¹²	Jackson	Jackson	New	Other	07/28/20	\$100,000	\$0	\$0							
	3:10 to Huron LLC	Port Huron	St. Clair	New	Grant	08/07/20	\$630,000	\$0	\$2,456,662							
	Gemini Capital VI LLC	St. Louis	Gratiot	New	Grant	08/24/20	\$373,913	\$0	\$550,597							
	Life is a Dreamtroit LLC	Detroit	Wayne	New	Loan	08/25/20	\$2,493,900	\$0	\$19,759,028							
	MBSHAW LLC	Grayling	Crawford	New	Grant	09/25/20	\$274,482	\$0	\$439,851							
Thunder Bay Properties LLC	Alpena	Alpena	New	Grant	09/28/20	\$441,600	\$0	\$809,063								
TOTAL:							\$19,763,895	\$0	\$125,953,984							

GRAND TOTAL: \$317,871,061 \$267,151,879 \$2,331,512,520 \$1,335,112,520 \$1,014,863,617 \$1,859,412,684 2,565,269 3,194,158 766,583 3,341

Total active projects: 133
Total written agreements: 120
Aggregate increase in taxable value: \$341,042,358 (as self reported by the companies on their annual progress reports)

1 The "Proposed Private Investment Amount" may include other sources of non-MSF public dollars in the form of tax credits, grants, federally insured loans or other funding. It does not include the MSF's MCRP contribution.
 2 "Minimum Eligible Investment" means the minimum amount of eligible investment required to be spent by the company on the project.
 3 "Verified Eligible Investment" means the actual hard costs incurred and paid by the company on the project. Hard costs include demolition, construction, alteration, rehabilitation or improvement of buildings, site improvements, the addition of machinery, equipment or fixtures to the property, or professional fees or costs for the project for architectural services, engineering services, Phase I environmental site assessment, Phase II

environmental site assessment, baseline environmental assessment or surveying services.
 4 If a company meets all of its contractually required milestones and makes its minimum eligible investment for the project, the company will receive disbursement of its MCRP incentive to reimburse those hard costs. Therefore, actual private investment attracted may decrease once the project is complete and after the company has been reimbursed for its hard costs. Actual private investment attracted for direct loans, loan participations, collateral support and equity total funds secured for the project as a whole, not just paid to date, less the MCRP incentive amount. This amount may increase over time as additional investment is attracted to the project and could include non-eligible soft costs.
 5 Two awards were approved for this project, an equity contribution of \$1,455,000 and a grant of \$1,000,000.
 6 Two awards were approved for this project, a loan participation of \$2,826,000 in 2016 and a grant of \$1,000,000 in 2018.
 7 Two awards were approved for this project, a grant of \$873,601 in 2015 and a grant of \$250,000 in 2017.

8 Additional stages have been created to clarify the status of each incentive as defined below:
 • Ended: The company has successfully met all requirements of the grant agreement and amendments.
 • Monitoring: The project has been approved by the MSF board and the agreement has been fully executed. The agreement remains the monitoring stage until all agreement requirements are fully met.
 9 This company ceased operations in December 2019 and did not submit a 2020 progress report.
 10 Two awards were approved for this project, a loan of \$1,400,000 and a grant of \$1,000,000.
 11 This company originally was awarded a \$1,300,000 grant in 2017, but was converted to a direct loan.
 12 This award is in addition to a \$1,300,000 loan participation that was approved in 2017.
 * Project has been approved for additional incentives such as Brownfield TIF, Brownfield MBT or CDBG.
 ** Project is an other investment without a specific duration.
 ***On average, the duration of a MCRP incentive is 7.11 years.

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM

The U.S. Department of Housing and Urban Development (HUD) allocates Community Development Block Grant (CDBG) funding to the State of Michigan, through the Michigan Strategic Fund with assistance from the MEDC, for further distribution to eligible units of general local government

(UGLGs) to carry out MSF-approved activities. CDBG program funds are used to provide grants and loans to UGLGs, usually with populations under 50,000 (referred to as non-entitlement jurisdictions), in support of economic or community development projects.

CDBG GRANT AWARDS

Fiscal year 2020: 10/01/2019–09/30/2020

MSF approval date	Pass-through grantee	County	Project description	Award amount
06/25/20	City of Allegan	Allegan	Rental rehabilitation: Downtown rental living	\$137,650
09/22/20	City of Fennville	Allegan	CDBG infrastructure and resiliency	\$1,067,000
02/25/20	City of Plainwell	Allegan	Blight elimination: Paper Mill demo	\$5,100,000
09/22/20	Village of Baraga	Baraga	CDBG infrastructure and resiliency	\$1,522,425
04/16/20	City of Hastings	Barry	Rental rehabilitation: East Court apartments	\$320,000
09/22/20	Village of Nashville	Barry	CDBG infrastructure and resiliency	\$1,115,760
04/22/20	Charter Township of Monitor	Bay	Michigan Build Ready Sites	\$100,000
09/22/20	City of Bronson	Branch	CDBG infrastructure and resiliency	\$1,350,090
02/27/20	Calhoun County	Calhoun	Michigan Build Ready Sites	\$240,000
02/27/20	Calhoun County	Calhoun	Michigan Build Ready Sites	\$100,000
05/19/20	Village of Cassopolis	Cass	Public improvements: Imagine Cass streetscape transformation	\$2,800,000
02/25/20	City of East Jordan	Charlevoix	Public facilities: Joining Jordan project	\$2,209,430
09/22/20	Village of Mackinaw City	Cheboygan	CDBG infrastructure and resiliency	\$1,367,200
06/23/20	City of Sault Ste. Marie	Chippewa	Downtown access and placemaking	\$4,378,500
02/27/20	Charter Township of DeWitt	Clinton	Michigan Build Ready Sites	\$70,000
03/09/20	City of Iron Mountain	Dickinson	Rental rehabilitation: S Stephenson	\$255,065
02/25/20	City of Ironwood	Gogebic	Public facilities: Downtown Ironwood City Square	\$1,475,927
04/27/20	Village of Calumet	Houghton	Façade improvements	\$259,266
04/27/20	City of Mason	Ingham	Rental rehabilitation: West Ash Street	\$254,600
12/17/19	Village of Kalkaska	Kalkaska	Public facilities: Railroad Square	\$3,477,500
03/17/20	City of Adrian	Lenawee	Rental rehabilitation: N Main	\$257,540
02/27/20	Township of Handy	Livingston	Michigan Build Ready Sites	\$70,200
05/19/20	City of Ishpeming	Marquette	Public facilities: Senior center	\$1,896,342
03/09/20	City of Negaunee	Marquette	Public facilities: Senior center	\$490,730
09/22/20	City of Ludington	Mason	Public facilities: James Street Plaza/Legacy Park	\$2,123,190
09/22/20	City of Stanton	Montcalm	CDBG infrastructure and resiliency	\$1,709,449
12/05/19	City of Hart	Oceana	Public facilities: Pocket Park	\$358,461
01/21/20	Oceana County	Oceana	Direct assistance to business: Peterson Farms Expansion	\$1,000,000
10/04/19	City of Reed City	Osceola	Direct assistance to business: General Mills	\$500,000
02/27/20	Charter Township of Allendale	Ottawa	Michigan Build Ready Sites	\$70,000
11/26/19	City of Grand Haven	Ottawa	Public facilities: Project River Watch	\$1,474,983

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM *continued***CDBG GRANT AWARDS** *continued*

Fiscal year 2020: 10/01/2019–09/30/2020

MSF approval date	Pass-through grantee	County	Project description	Award amount
09/22/20	City of Manistique	Schoolcraft	CDBG infrastructure and resiliency	\$754,130
12/11/19	City of Laingsburg	Shiawassee	Public facilities: McClintock Park amphitheater	\$466,574
02/27/20	Shiawassee County	Shiawassee	Michigan Build Ready Sites	\$100,000
02/27/20	Shiawassee County	Shiawassee	Michigan Build Ready Sites	\$42,600
12/09/19	City of Three Rivers	St. Joseph	Rental rehabilitation: N. Main	\$139,500
02/27/20	Village of Colon	St. Joseph	Michigan Build Ready Sites	\$79,400
11/15/19	City of Caro	Tuscola	Public Facilities: Farmers market	\$984,625
09/22/20	Village of Mayville	Tuscola	CDBG infrastructure and resiliency	\$1,727,350
04/22/20	Van Buren County	Van Buren	Michigan Build Ready Sites	\$100,000
09/22/20	Village of Paw Paw	Van Buren	Public facilities: Michigan Avenue placemaking	\$1,968,130
TOTAL				\$43,913,617

CDBG GRANT AMENDMENTS

Fiscal year 2020: 10/01/2019–09/30/2020

MSF approval date	Pass-through grantee	County	Project description	Award amount
07/16/20	Village of Middleville	Barry	Building rehabilitation: Lofts of Middleville	\$39,175
05/14/20	City of Charlotte	Eaton	Building rehabilitation: Beach Market	\$75,367
12/09/19	Village of Calumet	Houghton	Frozen water infrastructure	\$128,979
08/31/20	City of Mason	Ingham	Building rehabilitation: Wren redevelopment	\$36,444
06/10/20	Village of Howard City	Montcalm	Frozen water infrastructure	\$200,450
07/17/20	City of Durand	Shiawassee	Frozen water infrastructure	\$36,007
TOTAL				\$516,422

CDBG CARES GRANT AWARDS

Fiscal year 2020: 10/01/2019–09/30/2020

MSF approval date	Pass-through grantee	County	Project description	Award amount
09/22/20	Alcona County	Alcona	CDBG CARES County Allocation	\$143,813
09/22/20	Allegan County	Allegan	CDBG CARES County Allocation	\$320,354
09/22/20	Alpena County	Alpena	CDBG CARES County Allocation	\$405,702
09/22/20	Bay County	Bay	CDBG CARES County Allocation	\$281,714
09/22/20	Berrien County	Berrien	CDBG CARES County Allocation	\$377,363
09/22/20	Branch County	Branch	CDBG CARES County Allocation	\$311,902
09/22/20	Calhoun County	Calhoun	CDBG CARES County Allocation	\$439,771

COMMUNITY DEVELOPMENT BLOCK GRANT PROGRAM *continued*

CDBG CARES GRANT AWARDS <i>continued</i>				
Fiscal year 2020: 10/01/2019–09/30/2020				
MSF approval date	Pass-through grantee	County	Project description	Award amount
09/22/20	Cheboygan County	Cheboygan	CDBG CARES County Allocation	\$271,084
09/22/20	Chippewa County	Chippewa	CDBG CARES County Allocation	\$147,629
09/22/20	Clare County	Clare	CDBG CARES County Allocation	\$181,403
09/22/20	Crawford County	Crawford	CDBG CARES County Allocation	\$287,332
09/22/20	Delta County	Delta	CDBG CARES County Allocation	\$71,088
09/22/20	Dickinson County	Dickinson	CDBG CARES County Allocation	\$27,976
09/22/20	Eaton County	Eaton	CDBG CARES County Allocation	\$355,322
09/22/20	Gladwin County	Gladwin	CDBG CARES County Allocation	\$207,877
09/22/20	Grand Traverse County	Grand Traverse	CDBG CARES County Allocation	\$327,741
09/22/20	Hillsdale County	Hillsdale	CDBG CARES County Allocation	\$220,792
09/22/20	County of Huron	Huron	CDBG CARES County Allocation	\$455,541
09/22/20	Ingham County	Ingham	CDBG CARES County Allocation	\$455,541
09/22/20	Ionia County	Ionia	CDBG CARES County Allocation	\$351,107
09/22/20	Jackson County	Jackson	CDBG CARES County Allocation	\$390,601
09/22/20	Lapeer County	Lapeer	CDBG CARES County Allocation	\$208,739
09/22/20	Leelanau County	Leelanau	CDBG CARES County Allocation	\$368,776
09/22/20	Lenawee County	Lenawee	CDBG CARES County Allocation	\$263,820
09/22/20	Livingston County	Livingston	CDBG CARES County Allocation	\$370,302
09/22/20	Manistee County	Manistee	CDBG CARES County Allocation	\$154,238
09/22/20	Marquette County	Marquette	CDBG CARES County Allocation	\$238,841
09/22/20	Menominee County	Menominee	CDBG CARES County Allocation	\$163,153
09/22/20	Midland County	Midland	CDBG CARES County Allocation	\$284,628
09/22/20	Monroe County	Monroe	CDBG CARES County Allocation	\$290,498
09/22/20	Montcalm County	Montcalm	CDBG CARES County Allocation	\$287,022
09/22/20	Newaygo County	Newaygo	CDBG CARES County Allocation	\$193,125
09/22/20	Osceola County	Osceola	CDBG CARES County Allocation	\$212,554
09/22/20	Oscoda County	Oscoda	CDBG CARES County Allocation	\$151,417
09/22/20	Otsego County	Otsego	CDBG CARES County Allocation	\$259,766
09/22/20	Ottawa County	Ottawa	CDBG CARES County Allocation	\$431,207
09/22/20	Roscommon County	Roscommon	CDBG CARES County Allocation	\$251,634
09/22/20	Saginaw County	Saginaw	CDBG CARES County Allocation	\$422,506
09/22/20	Sanilac County	Sanilac	CDBG CARES County Allocation	\$93,667
09/22/20	Shiawassee County	Shiawassee	CDBG CARES County Allocation	\$378,007
09/22/20	St. Clair County	St. Clair	CDBG CARES County Allocation	\$442,810
09/22/20	St. Joseph County	St. Joseph	CDBG CARES County Allocation	\$217,976
09/22/20	Wexford County	Wexford	CDBG CARES County Allocation	\$355,659
TOTAL				\$12,071,998

FAÇADE RESTORATION INITIATIVE (FRI)

 In April 24, 2018, the MSF approved the creation and operation of the Façade Restoration Initiative to award grants to eligible applicants. The Façade Restoration Initiative (FRI) is a community development program intended to strengthen and expand the positive impact of local façade improvement programs in downtowns and commercial corridors around the state. The MSF grants

funding to eligible applicants who, in turn, re-grants the MSF funds to individual façade project grantees. MSF funds cannot be used to pay for more than 50 percent of the costs of each individual façade projects. Consequently, at least 50 percent of the costs of each individual façade projects should come from other sources such as private funding, local match funding and/or donation-based crowdfunding.

FAÇADE RESTORATION INITIATIVE (FRI)									
Fiscal year 2020: 10/01/2019–09/30/2020									
FY approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status	Term of incentive
2018	Marquette Downtown Development Authority	08/28/18	Marquette	Marquette	Grant	\$300,000	\$300,000	Monitoring	12/18/18–03/31/21
2018	Wayland Downtown Development Authority	08/28/18	Wayland	Allegan	Grant	\$200,000	\$200,000	Monitoring	12/05/18–03/31/21
2018	Ypsilanti Downtown Development Authority	08/28/18	Ypsilanti	Washtenaw	Grant	\$300,000	\$300,000	Monitoring	12/21/18–03/31/21

BROWNFIELD TAX INCREMENT FINANCING

The Brownfield Redevelopment Program promotes the redevelopment of contaminated and under-utilized properties in Michigan to alleviate brownfield conditions and bring those properties back to productive use. The program is administered by the MEDC under two major statutory elements: tax increment financing (TIF) under the Brownfield Redevelopment Financing Act and Michigan Brownfield Tax Credit Program. Tax credits and TIF assistance are provided to developers or businesses for the redevelopment of eligible brownfield property. The MEDC and Michigan Department of Environment, Great Lakes & Energy coordinate TIF assistance to support the redevelopment of challenged sites.

On January 1, 2012, the Brownfield Tax Credit Program

ended with the implementation of the Corporate Income Tax (CIT). No new brownfield tax credit awards are being issued however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, can still realize the full benefits of their credit. New brownfield TIF incentives are still available.

Brownfield Tax Credits are addressed under the “Legacy Programs” section of this report.

In 2017, Act 381 legislation was amended to include Transformational Brownfield Plans (TBP). In addition to property tax capture, TBPs allow construction period sales and use tax exemptions and capture of construction period income tax revenues as well as post-construction income and withholding tax capture.

BROWNFIELD TIF PROJECTS

Fiscal year 2020: 10/01/2019–09/30/2020

MSF approval date	Brownfield authority	Project name	Municipality	County	MSF brownfield TIF amount
02/25/20	City of Albion BRA	Brick Streets Lofts LLC project	Albion	Calhoun	\$583,200
04/14/20	County of Grand Traverse BRA	Eighth and Boardman redevelopment	Traverse City	Grand Traverse	\$8,141,400
05/19/20	City of Lansing BRA	Red Cedar development	Lansing	Ingham	\$59,535,519
06/23/20	City of Lansing BRA	Temple redevelopment project	Lansing	Ingham	\$2,118,418
09/22/20	City of Parchment	Project Wolverine Champions	Parchment	Kalamazoo	\$2,634,554
05/13/20	City of Grand Rapids BRA	Steele Ave LLC	Grand Rapids	Kent	\$136,500
08/25/20	City of Grand Rapids BRA	Vandenberg Center redevelopment project	Grand Rapids	Kent	\$5,669,225
09/25/20	County of Oakland BRA	Downtown Clawson redevelopment project	Clawson	Oakland	\$275,868
10/22/19	City of Ferndale BRA	Development on Troy project	Ferndale	Oakland	\$24,287,746
04/14/20	County of Washtenaw BRA	Broadway Park development	Ann Arbor	Washtenaw	\$8,000,000
12/17/19	City of Detroit BRA	Sugar Hill redevelopment project	Detroit	Wayne	\$3,035,313
01/22/20	City of Detroit BRA	Jefferson Van Dyke 2 project	Detroit	Wayne	\$3,717,020
01/22/20	City of Detroit BRA	Mosaic Eastern Market redevelopment	Detroit	Wayne	\$3,739,957
01/22/20	City of Detroit BRA	The Osi Art Apartments @ West End	Detroit	Wayne	\$226,767
03/11/20	City of Detroit BRA	2001 Park	Detroit	Wayne	\$947,250
04/03/20	City of Detroit BRA	Harmonie Social Club	Detroit	Wayne	\$571,610
07/28/20	City of Detroit BRA	511 Woodward	Detroit	Wayne	\$1,564,142
07/28/20	City of Detroit BRA	Jefferson Larned development project	Detroit	Wayne	\$1,560,000
08/25/20	City of Detroit BRA	Life is a Dreamtroit development	Detroit	Wayne	\$2,683,246
08/25/20	City of Detroit BRA	Royal Palm Detroit redevelopment project	Detroit	Wayne	\$2,521,176
08/27/20	City of Detroit BRA	Corktown Housing redevelopment project (Phase 1)	Detroit	Wayne	\$491,586

BROWNFIELD TAX INCREMENT FINANCING *continued*

BROWNFIELD TIF PROJECTS <i>continued</i>					
Fiscal year 2020: 10/01/2019–09/30/2020					
MSF approval date	Brownfield authority	Project name	Municipality	County	MSF brownfield TIF amount
09/20/20	City of Detroit BRA	The Junction redevelopment project	Detroit	Wayne	\$970,294
09/22/20	City of Detroit BRA	Exchange development	Detroit	Wayne	\$2,741,616
11/26/19	City of Wyandotte BRA	Proposed 166 Oak redevelopment project	Wyandotte	Wayne	\$3,808,045
11/25/19	City of Cadillac BRA	Lakeside Ace Hardware project	Cadillac	Wexford	\$185,982
TOTAL					\$140,146,434

STATE HISTORIC PRESERVATION OFFICE

The National Historic Preservation Act requires that each state establish a State Historic Preservation Office (SHPO) and that the governor of each state appoint an officer to oversee the preservation activities. Michigan's SHPO was established in the late 1960s. Each year, Michigan receives a Historic Preservation Fund matching grant from the National Park Service to operate its program. Michigan SHPO's

main function is to provide technical assistance to local communities in their efforts to identify, evaluate, designate, interpret, and protect Michigan's historic above- and below-ground resources. The SHPO also administers incentive programs that include the Michigan Lighthouse Assistance Program, federal tax credits, and pass-through grants available to certified local governments.

FTEs	13 ¹
Grant funding awarded to communities	\$232,000 ²
Number of local governments newly certified as certified local governments	2 ³
Number of new National Register of Historic Places sent to the National Register	11
Federal Historic Preservation Tax Credit applications reviewed	75 ⁴
Number of Section 106 Historic Properties Environmental Reviews	3,558
Federal Historic Rehabilitation Tax Credit rehabilitation work	\$111,724,077
<i>1 Specialists serve as primary contacts for all federally required State Historic Preservation Office program areas</i> <i>2 Includes certified local government and Michigan Lighthouse Assistance Program</i> <i>3 City of Niles and City of Charlevoix newly certified through the federal certified local government program</i> <i>4 Total includes all part 1, part 2, and part 3 Federal Historic Preservation Tax Credit applications</i>	

MICHIGAN COUNCIL FOR ARTS AND CULTURAL AFFAIRS

The Michigan Council for Arts and Cultural Affairs (MCACA) serves as the state agency that administers appropriations for matching grants, facilitates communication networks, and develops funding resources for arts and cultural activities. MCACA makes grants in seven competitive grant programs. The FY 2020 grantees of MCACA grants reported 11,518,825 individuals, including 2,314,733 youth, benefited from MCACA grants. The grantees also reported 6,589 full-time equivalent employees and contracting with 60,806 Michigan independent contractor artists.

Not reflected in the direct numbers summarized in the table below are the grants made with MCACA monies through decentralized programs or CARES Act funding; the Touring Arts program administered for MCACA by Michigan Humanities; the Bus Grant program and the Arts Equipment and Supplies program administered for MCACA by Michigan Youth Arts Association; the Regional Regranting program and special programming implemented by a network of local agencies statewide; and arts program grants to Michigan from Arts Midwest.

Touring Arts: 116 grant awards totaling \$62,944
Bus Trek Grants: 27 grant awards totaling \$14,964
Arts Equipment & Supplies Grants: 70 grant awards totaling \$85,036
Regional Regranting: 224 grant awards totaling \$478,251
Arts Midwest: 34 direct grant awards totaling \$130,442
CARES Act, Emergency Relief Program: 203 grant awards totaling \$567,064
CARES Act, Emergency Relief Program, via Arts Midwest: 28 grant awards totaling \$83,834

Overall, funds appropriated for MCACA in FY 2020 resulted in 1,220 grants being made in 76 counties across the state for arts and cultural activities. In addition, when all MCACA grant-making is considered by legislative district, MCACA reached every Congressional District, every State Senate District and 105 of the 110 State House Districts with some type of arts and cultural funding.

Detailed program information, strategic plan, grant lists, organizational details and other details are available at www.michigan.gov/arts.

MCACA DIRECT GRANTS PROGRAM

Fiscal year 2020: 10/01/2019–09/30/2020

Grant type	Number of awards	Individuals benefiting	Award amount	Overall match
Arts in Education Residencies	24	2,717	\$226,965	\$608,807
Capital Improvements Program	70	997	\$2,214,177	\$4,735,644
New Leaders Program	15	8,859	\$40,825	\$93,910
Operational Support	308	10,869,982	\$5,086,045	\$5,092,570
Project Support	62	95,728	\$834,584	\$2,456,221
Regional Regranting Mini-grant Program	30	152,367	\$639,738	\$1,168,742
Services to the Field	9	388,175	\$592,397	\$7,806,888
TOTAL	518	11,518,825	\$9,634,731	\$21,962,782

IMAGE



TRAVEL MICHIGAN

Pure Michigan tourism marketing campaign

While no funding was appropriated in FY 2020 for the Pure Michigan marketing paid campaign, the state had enough funds to run ads through the end of December 2019, which featured fall and winter campaigns.

Pure Michigan strategized and developed public relations content and other digital initiatives to motivate travelers to plan a future trip and reinforce a safe travel message.

The total amount spent for the Pure Michigan fall and winter campaigns in FY 2020 was \$2,294,302. In-state and regional advertising featured:

- Agriculture: \$71,000
- Other (cultural, vacation, recreational, leisure): \$2,223,302

Pure Michigan created the “Two Peninsulas, One Pure Michigan” campaign to spread a message of strength and unity as residents throughout the state stayed home and stayed safe to combat the continued spread of COVID-19. In addition, valued media partners supported the campaign by donating in-state digital billboards and in-state television ads. The #OnePureMichigan initiative serves as a reminder to residents of the value of unity, connectedness, and hope.

Later the “Two Peninsulas, One Pure Michigan” campaign transitioned into the travel safely messaging, including a landing page and banner notification on every page on michigan.org to alert travelers to safety guidelines. Videos were created with Under the Radar to illustrate how to travel safely throughout Michigan.

Virtual travel experiences were added to michigan.org for travelers to experience the state virtually for future trip planning. From live cams featuring beautiful beaches to virtual tours of unique exhibits, Pure Michigan helped bring the state’s educational, outdoor, and cultural experiences to life at home through its new #VirtualPureMichigan campaign.

The www.michigan.org website offered a downloadable worksheet with Michigan history facts for parents to print and use as a resource while homeschooling their children, and digital postcard templates for people to add

their own photos from home and share on social media. Videos that connect favorite outdoor activities which have now become indoor activities were featured on the Pure Michigan’s social media channels. The Pure Michigan social channels also encouraged residents to showcase their Michigan pride with Facebook profile overlays and Instagram stickers.

As part of the “Travel Safely” campaign, industry safe-to-travel protocols and the “Pure Michigan Pledge” were created to encourage businesses, tourists, and local communities alike to follow and promote COVID-19 safety guidelines to help ensure the best travel experience.

The industry safe-to-travel protocols and the Pure Michigan Pledge were facilitated by over 400 tourism industry professionals across the state and participating businesses to proudly display a Pure Michigan Pledge badge on their property entrance. An industry toolkit was created containing signs, stickers, and guideline posters to illustrate that destinations are committed to keeping travelers safe.

Pure Michigan, MLive Media Group, and Under the Radar hosted a virtual concert and entertainment series for Michiganders to enjoy while practicing social distancing to benefit the Michigan Restaurant and Lodging Association Education Foundation’s (MRLAEF) Michigan Hospitality Industry Employee Relief Fund. Donations collected online went directly to the relief fund to assist those in the tourism industry who were negatively impacted by COVID-19.

In 2019, the most recent research study, more than 5.8 million visits were made to Michigan from outside of the state as a result of exposure to the Pure Michigan campaign. These visitors spent \$2.3 billion in communities and local businesses across the state.

The result of these trips and visitor spending was a return on investment (ROI) of \$8.79 for every dollar spent on the combined Pure Michigan warm weather and fall campaigns.

The full report is available at www.michigan.org/industry/researchandreports.

TRAVEL MICHIGAN *continued*

TRAVEL WEB ACTIVITY ON MICHIGAN.ORG	
Fiscal year 2020: 10/01/2019–09/30/2020	
Month	Number of web visits
October	857,280
November	527,769
December	579,147
January	537,738
February	535,460
March	425,173
April	429,007
May	744,468
June	1,280,584
July	1,623,842
August	1,535,861
September	1,240,237
TOTAL	10,316,566

There were 10,316,566 total www.michigan.org web visits in FY 2020. External clicks to Michigan tourism properties numbered 2,230,571. There were 486,874 subscribers to the Pure Michigan consumer e-newsletter; 291,716 subscribers to the featured deals e-newsletter; 35,473 subscribers to the tourism update; and 219,531 subscribers to the fall color reports.

Social media channels

Total fans/followers on the following channels as of September 30, 2020, were:

- Facebook: 1,206,799 fans
- Twitter: 492,243 followers
- Instagram: 719,703 followers
- Pinterest: 25,100 followers
- YouTube: 13,900 subscribers

Travel public relations

As a result of proactive media outreach in FY 2020, there were more than 790 unique print, digital, and broadcast placements totaling more than 79 million impressions in outlets including *Travel + Leisure*, *National Geographic*, *Chicago Tribune*, *Readers Digest*, *Thrillist* and others. Compared to metrics set at the beginning of the year, national placement goals were exceeded by 133 percent and regional placements by five percent even with the loss of funding, and the impacts of a global pandemic on travel. Additionally, those unique stories provided another 1,534 corresponding social posts from media outlets with a potential of earning more than 344 million additional

impressions. This success was largely in part due to the existing brand power of Pure Michigan as well as efforts to provide curated and compelling content around virtual travel experiences statewide, in coordination with local destinations, and delivering on a sense of statewide strength and unity through the One Pure Michigan campaign.

- National Geographic: “Here’s how to see auroras— from the Great Lakes”
- Thrillist: “This Spectacular Lakeshore is Hiding One of the Country’s Best Wine Regions”
- Travel + Leisure: “The 50 Best Places to Travel in 2020”
- Today Show: “The best places to travel in 2020, according to Travel + Leisure”
- Reader’s Digest: “The Most Gorgeous Peninsulas in the United States”
- BuzzFeed: “16 Destinations To Visit If You Want To Spot Cherry Blossoms”
- Allrecipes: “Camp Under the Stars at These Wineries and Distilleries This Fall”
- The London Free Press: “Detroit Hoping Wheels Can Be Kept Spinning” (print)
- Michigan Chronicle: “Need a Pick-Me Up? Visit Pure Michigan Virtually” (print)
- Chicago Tribune: “Best fall bike rides in the Midwest: Three epic trips for adventurous leaf peepers”

Virtual Pure Michigan

As leisure travel largely came to a halt during the early parts of the COVID-19 pandemic, the #VirtualPureMichigan campaign was launched across traditional public relations and social media channels to promote ways to virtually experience the state. Content including 360 degree virtual experiences, live videos from cultural attractions, live cameras from recreational destinations, and travel-inspiring and branded backdrops for video calls were shared to keep Michigan travel inspiration top-of-mind. #VirtualPureMichigan also included the creation of a week-long virtual entertainment series to benefit the state’s hospitality workers. These efforts not only drove more than 35 million organic impressions at a time when actual travel was limited, they generated more than 400 news stories touting virtual travel resources and traveling safely in local and national outlets.

Ski Pure Michigan

Launched a new winter video series in winter 2020 that is continuing in 2021 highlighting signature runs at ski areas and resorts across the state to promote the winter

TRAVEL MICHIGAN *continued*

recreation season. Videos are highlighted at www.michigan.org/signatureskiruns and include Otsego Resort, Nub’s Nob, Alpine Valley, Porcupine Mountain Ski Area, Boyne Mountain, Cannonsburg Ski Area, The Homestead, Schuss Mountain at Shanty Creek, Bittersweet Ski Resort, Crystal Mountain Ski Resort, Mt. Holly Ski and Snowboard Resort, and Marquette Mountain Ski Area.

Partnership Program

Due to lack of FY 2020 appropriations, there was not a partner program this year. The partner program has relaunched in FY 2021.

INDEPENDENT MEDIA AND INFLUENCER VISITS	
Fiscal year 2020: 10/01/2019–09/30/2020	
Dates	Tour details
February 2020	Travel Michigan held desksides with media outlets including Bon Appetit, Parents Magazine, BuzzFeed, and Gear Patrol while in New York City to receive two HSMAI awards on behalf of Pure Michigan public relations efforts.
August 1–8, 2020	The social media, segment and special events producer for WGN-TV in Chicago travelled to Michigan to showcase family road trip experiences from Chicago. Stops included South Haven, Frankfort, Mackinac Island, and Manistique, which were highlighted on the WGN Morning Show platform.
September 11–13, 2020	In conjunction with Pure Michigan’s collaboration with Short’s Brewing Co. on Pure Michigan Autumn IPA, Michigan-based influencer account “Selective Potential” travel from Grand Rapids to Bellaire to feature Short’s and the region, continuing on to Alpena.
September 13–21, 2020	Freelance journalist who contributes to publications including <i>Travel + Leisure</i> , <i>Readers Digest</i> , and the <i>New York Times</i> traveled to Michigan for the first time, visiting Mackinac Island, Traverse City, Petoskey, and Beaver Island experiencing wine tasting, golfing, and fall color touring.

TRAVEL MICHIGAN *continued*

PURE MICHIGAN MEDIA PLAN, TRAVEL MICHIGAN					
Fiscal year 2020: 10/01/2019–09/30/2020					
	Fall Oct '19–Dec '19	Winter Jan '20–Mar '20	Spring Apr '20–June '20	Summer July '20–Sept '20	TOTAL
National Cable	\$0	\$0	\$0	\$0	\$0
Print	\$15,500	\$0	\$0	\$0	\$15,500
Radio and TV sponsorships	\$0	\$0	\$0	\$0	\$0
Chicago total	\$0	\$0	\$0	\$0	\$0
Cincinnati total	\$0	\$0	\$0	\$0	\$0
Cleveland total	\$0	\$0	\$0	\$0	\$0
Columbus total	\$0	\$0	\$0	\$0	\$0
Dayton total	\$0	\$0	\$0	\$0	\$0
Detroit total	\$22,055	\$0	\$0	\$0	\$22,055
Flint total	\$9,900	\$0	\$0	\$0	\$9,900
Fort Wayne total	\$0	\$0	\$0	\$0	\$0
Grand Rapids total	\$15,070	\$0	\$0	\$0	\$15,070
Green Bay total	\$0	\$0	\$0	\$0	\$0
Indianapolis total	\$0	\$0	\$0	\$0	\$0
Lansing total	\$16,775	\$0	\$0	\$0	\$16,775
Milwaukee total	\$0	\$0	\$0	\$0	\$0
Minneapolis total	\$0	\$0	\$0	\$0	\$0
Pittsburgh total	\$0	\$0	\$0	\$0	\$0
South Bend total	\$22,956	\$0	\$0	\$0	\$22,956
St. Louis total	\$0	\$0	\$0	\$0	\$0
Toledo total	\$14,850	\$0	\$0	\$0	\$14,850
Traverse City total	\$8,030	\$0	\$0	\$0	\$8,030
Snow Day Passion	\$0	\$0	\$0	\$0	\$0
Golf Passion	\$0	\$0	\$0	\$0	\$0
Lake Effect Passion	\$0	\$0	\$0	\$0	\$0
Urban DNA Passion	\$580,500	\$0	\$0	\$0	\$580,500
Scenic Route Passion	\$0	\$0	\$0	\$0	\$0
Here's to the Curious	\$0	\$0	\$0	\$0	\$0
Nature Trails Passion	\$0	\$0	\$0	\$0	\$0
Dark Sky	\$0	\$0	\$0	\$0	\$0
Meanwhile in Michigan	\$0	\$0	\$0	\$0	\$0
Always On	\$466,667	\$0	\$0	\$0	\$466,667
Pure Sounds	\$0	\$0	\$0	\$0	\$0
Let's Winter	\$1,122,000	\$0	\$0	\$0	\$1,122,000
TOTAL	\$2,294,302	\$0	\$0	\$0	\$2,294,302
Canadian media					
Ontario TV	\$0	\$0	\$0	\$0	\$0
Digital/search	\$0	\$0	\$0	\$0	\$0
Out of home (OOH)	\$0	\$0	\$0	\$0	\$0
Ontario radio	\$0	\$0	\$0	\$0	\$0
CANADA TOTAL	\$0	\$0	\$0	\$0	\$0

TRAVEL MICHIGAN *continued*

PURE MICHIGAN MEDIA PLAN, TRAVEL MICHIGAN <i>continued</i>					
Fiscal year 2020: 10/01/2019–09/30/2020					
	Fall Oct '19–Dec '19	Winter Jan '20–Mar '20	Spring Apr '20–June '20	Summer July '20–Sept '20	TOTAL
Paid Search (Google)	\$110,000	\$0	\$0	\$0	\$110,000
GRAND TOTALS	\$2,404,302	\$0	\$0	\$0	\$2,404,302
<i>Please note: amounts in forecast reflect planned spend until activity has run, been verified, and is fully paid. Spend is MEDC only, does not include partner funding.</i>					

BUSINESS MARKETING

MEDC's business marketing campaigns implement the full range of marketing and communications activities to attract, retain, and grow target industries that deliver economic benefit to the people of the state. The program uses both corporate and general fund money to support the campaigns. In 2019, the MEDC launched new integrated campaigns designed to attract businesses to Michigan and to support the growth of Michigan companies by connecting them to MEDC services.

FY 2020 Paid marketing

Aligned with significant new market research, the business attraction "Pure Opportunity" campaign focuses on impactful peer-to-peer testimonials, featuring CEOs and leaders from across Michigan who convey the value and competitive advantage of doing business in the state. Appearing in national print, social and digital media, these testimonials also serve as the foundation of the digital and social campaign promoting Michigan as a world-class place to do business.

The in-state services campaign, promoting "Pure Partnership," promotes MEDC services that drive growth and retention for existing Michigan businesses. This campaign highlighted several programs in digital channels, billboards, and radio spots. In 2020, this campaign generated awareness of the economic response and recovery resources available to Michigan businesses with the goal of fostering equitable, long-term prosperity across all corners of the state. This campaign highlights several of MEDC's programs in digital channels, billboards, and radio.

The media campaigns drove 361 million impressions and 4,800,000 visitors to three MEDC websites (michiganbusiness.org, miplace.org, and planetm.org). Through a branded content and lead generation mindset, the MEDC partnered with more than 10 prominent national and in-state media outlets, including Forbes, Entrepreneur, NPR, and Crain's Detroit to create more than 30 pieces of content that were promoted on third-party and MEDC channels.

Social media lead generation efforts through LinkedIn drove 219 leads resulting in two companies being involved with the PlanetM Landing Zone—Singh Systems and SkyOpz.

These partnerships, paired with advertising, resulted in an acquisition of 8,800 prospects' contact details allowing for

ongoing conversations that keep Michigan top of mind. Completing the next step in the acquisition journey, 3,900 website visitors wanted to learn more and filled out a contact us form.

Additionally, the campaign has enhanced Michigan's reputation as a leader in business and mobility, with the state receiving more than 20 individual honors in key 2020 national business rankings such as those published by *Site Selection* magazine and *Chief Executive* magazine.

Along with advertising and branded content, the business marketing program funds event production and trade show sponsorships in targeted industries in which Michigan has unique strengths. In FY 2020, the MEDC activated sponsorships and events including major industry show such as the Consumer Electronics Show, Forbes 30 Under 30 Summit, and Michigan Celebrates Small Business.

Business public relations

As a result of proactive outreach in FY 2020, there were 718 unique print, digital, and broadcast placements totaling 102,434,537 impressions in national, trade, and business-focused outlets including *Automotive News*, *Curbed*, *Forbes*, *Digital Trends*, *the Wall Street Journal*, *AutoBeat*, *Chicago Business Journal*, *WardsAuto*, *IndustryWeek*, and others. More than 1,000 additional print, digital, and broadcast placements with in-state media including *Crain's Detroit Business*, *Grand Rapids Business Journal*, *MiBiz.com*, *Bridge Magazine* and more also were earned through public relations efforts. Year-over-year, a 109 percent increase in national placements was achieved.

Key coverage includes:

- Digital Trends: "Keeping Michigan Afloat During The Pandemic"
- Forbes: "GM to Supply Ventilators Under \$489 Million Federal Contract"
- Curbed: "Ford to invest \$1.45 billion, add 3,000 jobs at two SE Michigan facilities"
- The Wall Street Journal: "Ford to Create 3,000 Factory Jobs in Michigan as Part of New UAW Contract"
- Chicago Business Journal: "Ford to invest \$1.45 billion in two plants, says it will add 3,000 jobs"
- AutoBeat Daily: "Michigan Mobility Proving Grounds Adds Tech Park"
- WardsAuto: "For IoT and 5G, Smart Money Is on the Midwest"

BUSINESS MARKETING *continued*

- IndustryWeek: “Rising to the Occasion: Leadership, COVID-19 and Change”
- Shift Mobility Report: “The COVID-19 pandemic has added hurdles for mobility startups’ paths
- Automotive News: “Five projects aimed at meeting mobility needs in the Motor City”
- MiBiz.com: “Perrigo CEO sees Grand Rapids Medical Mile as potential ‘Silicon Valley of self-care’”
- Crain’s Detroit Business: “MEDC accepting applications for \$115 million in relief grants for small businesses, food processors, farms”
- Michigan Chronicle: “Economic Opportunity a Must for All Michiganders”

Key initiatives included:

- **Delivering the message on small business relief:**
More than 34 percent of all MEDC proactive outreach efforts in FY 2020 focused on small business relief opportunities and initiatives helping to ensure awareness of, and access to more than 20 distinct COVID-19 relief initiatives spearheaded by MEDC. In addition to traditional public relations, outreach efforts also helped to drive 1.2 million combined visits to the three top COVID-19 relief pages on michiganbusiness.org alone, helping increase traffic to the site more than 200 percent year-over-year.
- **Michigan Mobility Corridor announcement:**
Secured more than 230 pieces of earned media coverage, including 80+ original articles across national business, wires, local, automotive trade and tech publications, 65+ syndicated stories and 90+ national and local broadcast clips, generating a total of more than 50 million unique impressions. Coverage appeared in top-tier outlets including the *Associated Press*, *Bloomberg*, *CNN*, *Forbes*, *Fortune*, *TechCrunch*, *Axios*, *Automotive News*, *CNET*, *Digital Trends*, *The Drive*, *Detroit Free Press*, and the *Detroit News* and touted Michigan as having the most advanced roads of the future, further solidifying the state as a leader in the mobility revolution.
- **Thought leadership series launched on LinkedIn:**
Building on a successful series of mobility-focused thought leadership pieces, the initiative was expanded to incorporate B2B matchmaking, community vitality and resiliency, and entrepreneurship and innovation focused content. A total of 14 thought-leadership articles were authored garnering more than 51,000 organic impressions.

BUSINESS WEB ACTIVITY ON MICHIGANBUSINESS.ORG AND E-NEWSLETTERS

Fiscal year 2020: 10/01/2019–09/30/2020

Month	Number of web visits
October	54,327
November	52,536
December	51,919
January	73,700
February	76,416
March	215,188
April	157,854
May	91,062
June	79,415
July	320,602
August	204,982
September	135,035
TOTAL	1,513,036

There were 1,513,036 total web visits in FY 2020. There were 30,350 subscribers to the “MEDC Daily”; 41,308 subscribers to “Michigan Business Updates & Breaking News”; 271 subscribers to “Inside Edition”; 33 subscribers to “Legislators”; 18,829 subscribers to “PlanetM Mobility Report”; and 793 subscribers to “Site Selectors.”

Total fans/followers on the following channels as of September 30, 2020, were:

- Facebook: 22,374 fans
- Twitter: 16,094 followers
- Instagram: 3,692 followers
- LinkedIn: 20,610 followers

BUSINESS MARKETING *continued*

BUSINESS MARKETING CAMPAIGN		
Fiscal year 2020: 10/01/2019–09/30/2020		
Media partner	Tactic	Total
BUSINESS ATTRACTION CAMPAIGN		
Flight dates: October 2019–September 2020		
Area Development	Digital	\$24,301.09
Automotive News	Digital	\$40,778.75
Cadreon	Digital	\$899,500.00
Chief Executive	Digital	\$27,151.30
Expansion Solutions	Digital	\$12,150.84
Facebook	Digital	\$83,615.82
Fast Company	Digital	\$44,038.64
Forbes	Digital	\$253,667.07
Fortune	Digital	\$90,000.00
Inc	Digital	\$86,769.13
LinkedIn	Digital	\$368,617.74
NPR	Digital	\$102,605.58
Rapport	Digital	\$96,192.86
Reprise Media	Digital	\$40,217.69
Salespider	Digital	\$20,280.00
Site Selection	Digital	\$27,252.98
TrueX	Digital	\$42,597.60
Wards Auto	Digital	\$16,875.00
DoubleClick	AdServing	\$10,714.68
Paid Search	Search	\$427,308.72
Forbes 30 Under 30	Other	\$250,000.00
Bloomberg Businessweek	Print	\$40,000.00
Business Facilities	Print	\$10,500.00
Fast Company	Print	\$25,940.00
Forbes	Print	\$79,350.00
Fortune	Print	\$39,697.00
Inc	Print	\$27,986.00
Site Selection	Print	\$7,055.00
Compass Media Networks	Radio	\$100,000.00
Wards Auto	Sponsorship	\$15,000.00
Pratt & Miller	Sponsorship	\$15,000.00
GRAND TOTAL		\$3,325,163.49

BUSINESS MARKETING *continued*

BUSINESS MARKETING CAMPAIGN <i>continued</i>		
Fiscal year 2020: 10/01/2019–09/30/2020		
Media partner	Tactic	Total
MEDC IN-STATE SERVICES CAMPAIGN		
Flight dates: October 2019–September 2020		
Aki	Digital	\$49,999.99
Adaptly	Digital	\$58,671.33
Cadreon	Digital	\$356,200.00
Crain's Detroit Business	Digital	\$133,285.60
dBusiness	Digital	\$67,950.98
Entrepreneur	Digital	\$184,426.23
Facebook	Digital	\$47,799.50
First&42	Digital	\$2,610.87
Grand Rapids Business Journal	Digital	\$84,207.15
LinkedIn	Digital	\$303,511.86
MiBiz	Digital	\$64,755.66
MiTech News	Digital	\$12,235.98
Reprise Media	Digital	\$38,055.39
Salespider	Digital	\$12,880.00
Compass Media	Audio	\$20,120.00
SiriusXM	Audio	\$19,873.00
WWJ-AM	Audio	\$92,456.44
WJR-AM	Audio	\$62,324.55
Paid Search	Search	\$322,383.89
DoubleClick	AdServing	\$16,317.19
Detroit 500	Print	\$9,060.00
Detroit Magazine	Print	\$5,350.00
Area Development	Print	\$6,125.00
Business Facilities	Print	\$4,500.00
Corp! Magazine	Print	\$2,000.00
dBusiness	Print	\$19,932.00
Grand Rapids Business Journal	Print	\$18,480.00
Michigan Chronicle	Print	\$21,500.00
SBAM	Print	\$3,975.00
Under the Radar	Sponsorship	\$100,000.00
TOTAL		\$2,140,987.61

BUSINESS MARKETING *continued*

BUSINESS MARKETING CAMPAIGN <i>continued</i>		
Fiscal year 2020: 10/01/2019–09/30/2020		
Media partner	Tactic	Total
PLANETM CAMPAIGN Flight dates: October 2019–September 2020		
Media Partner	Tactic	Total
Automotive News	Digital	\$73,705.53
Cadreon	Digital	\$404,817.00
Inc.	Digital	\$175,000.00
LinkedIn (Silicon Valley Gov Trip)	Digital	\$124,984.46
Midroll	Digital	\$74,936.00
The Economist	Digital	\$42,000.00
Twitter (Silicon Valley Gov Trip)	Digital	\$10,000.00
WardsAuto	Digital	\$10,000.00
ITS Singapore	Other	\$11,995.00
LA CoMotion	Other	\$40,000.00
DoubleClick	Ad Serving	\$2,481.13
Paid Search	Search	\$185,156.21
TOTAL		\$1,155,075.33
GRAND TOTAL		\$6,621,226.43
<p><i>No commercials were produced in FY 2020. A majority of business development efforts were aimed at promoting Michigan to a combination of in-state, national, and international audiences. Therefore, amounts spent for business development efforts cannot be split between in-state and out-of-state. Please note: amounts in forecast reflect planned spend until activity has run, been verified and is fully paid.</i></p>		

LEGACY PROGRAMS



BROWNFIELD TAX CREDIT PROGRAM

The Brownfield Redevelopment Program promotes the redevelopment of contaminated and under-utilized properties in Michigan to alleviate brownfield conditions and bring those properties back to productive use. The program is administered by the MEDC under two major statutory elements—tax increment financing (TIF) under the Brownfield Redevelopment Financing Act (Act 381) and Michigan Brownfield Tax Credit Program. Tax credits and TIF assistance is provided to developers or businesses for the redevelopment of eligible brownfield property. The

MEDC and Michigan Department of Environment, Great Lakes and Energy (EGLE) coordinate TIF assistance to support the redevelopment of challenged sites.

On January 1, 2012, the Brownfield Tax Credit Program ended with the implementation of the corporate income tax (CIT). No new brownfield tax credit awards are being issued, however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, can still realize the full benefits of their credit. New brownfield TIF incentives are still available.

APPROVED BROWNFIELD MBT CREDIT AMENDMENTS

Fiscal year 2020: 10/01/2019–09/30/2020

Original approval date	Amendment approval date	Qualified taxpayer	Municipality	County	Original estimated credit amount	New estimated credit amount	Amendment action
12/15/11	06/22/20	SSP Development LLC (Area A)	Bay City	Bay	\$1,200,000	\$1,200,000	Addition of qualified taxpayer, BRD opportunity Zone Developer LLC and scope change
12/15/11	06/22/20	SSP Development LLC (Area B)	Bay City	Bay	\$1,200,000	\$1,200,000	Addition of qualified taxpayer, BRD opportunity Zone Developer LLC and scope change
12/15/09	02/06/20	Harbor Shores Community Redevelopment LLC	Benton Harbor	Berrien	\$10,000,000	\$5,118,850	Addition of six qualified taxpayers, scope change, and reduction of credit amount
08/31/10	08/27/20	Diplomat Pharmacy	Flint	Genesee	\$1,237,500	\$1,153,629	Scope change and reduction of credit amount
11/15/11	02/25/20	The Exchange Building LLC	Kalamazoo	Kalamazoo	\$3,183,746	\$3,183,746	Time extension
04/28/10	04/27/20	925 Cherry LLC *	Grand Rapids	Kent	\$556,000	\$425,264	Scope change and reduction of credit amount
12/14/10	12/17/19	Sugar Hill Residential LLC	Detroit	Wayne	\$2,496,943	\$2,496,943	Addition of qualified taxpayer, POAH DD Sugar Hill LLC and scope change
12/14/10	04/14/20	3750 Woodward Avenue LLC	Detroit	Wayne	\$10,000,000	\$10,000,000	Scope change
AMENDMENT TOTAL					\$29,874,189	\$24,778,432	

* This project was also amended in FY 2019 in which the credit amount was reduced from \$556,000 to \$485,784

MICHIGAN FILM INCENTIVES

Michigan Film Incentives: Tax Credit Program

As of December 21, 2011, the Film and Digital Media Production Assistance Program has been operating within the scope of Section 29 of the MSF Act and no longer approves new film tax credit applications under Section 455 of the Michigan Business Tax (MBT) Act. However, previously approved projects may be issued a post-production tax credit certificate after the project is complete. There were no post production tax credit certificates issued in FY 2020. As of December 18, 2020,

a total of \$292,416,203.19 in film tax credits has been paid out by the state, with \$27,326,404.57 in potential film tax credits that remain eligible to be claimed under the tax credit program.

Michigan Film Incentives: Cash Rebate Program

During FY 2020, two projects were issued an approved certificate of completion request (COCR) and paid out by the state under the film incentive (direct cash

rebate) program, for a total of \$962,294.00. These incentives are cash assistance under appropriated funding. These are listed in the table below. Under Section 29 of the MSF Act, all projects approved in 2012 and thereafter are reported in the online MFDMO dashboard, which is updated with actual data on a yearly basis, and found at the following link: www.michiganbusiness.org/industries/mfdmo/film.

In FY 2020, the total administrative expenses were \$363,157.51.

APPROVED CERTIFICATES OF COMPLETION REQUESTS

Fiscal year 2020: 10/01/2019–09/30/2020

Project	Production company	Type of project	Total Michigan spend by production company	Financial assistance	Duration of financial assistance	Persons employed in state as FTE	COCR approved date	Locations (dashboard)
BugBites Episodes 14–26	BugBites Productions LLC; Putnam Stern Enterprises LLC	TV series	\$1,107,915	\$169,806	3 years	25	11/26/19	Southfield
God Bless the Broken Road (post and promo)	10 West Productions Inc.	Motion picture	\$8,296,798	\$792,488	3 years	0 (contracted services)	01/07/20	Manistee
TOTALS			\$9,404,713	\$962,294				

MICHIGAN ECONOMIC GROWTH AUTHORITY

The Michigan Economic Growth Authority (MEGA) offered a refundable tax credit against the Michigan Business Tax (MBT) to companies expanding or relocating their operations in Michigan. MEGA addresses the cost differentials between Michigan and competing states to provide companies with a strong business case to choose Michigan.

On January 1, 2012, the MBT was eliminated and replaced by the corporate income tax (CIT). The CIT eliminates most tax credits, including MEGA credits; however, any taxpayer that had an existing tax credit (“certificated credit”) approved and executed before January 1, 2012, has the opportunity to realize the full benefits of their credit. The new tax system allows taxpayers the opportunity to receive the benefits of their certificated credits by electing to continue to file under the MBT for the duration of their credits.

With the repeal of the MBT and the transfer of the MEGA

to the Michigan Strategic Fund by Executive Order 2012-09, there were no MEGA agreements executed in FY 2020, and no authority exists to award new tax credits against the MBT. An amendment to a previously awarded MEGA tax credit approved by the MSF board in FY 2020 is listed below.

In the FY 2020 reporting year, the MSF issued 33 annual certificate applications. All MEGA applications and supporting documentation are reviewed for compliance prior to approval and all self-reported data is validated. After being reviewed, approved and issued a tax credit certificate, the company is responsible for attaching the signed MEGA tax credit certificate to its MBT filing to obtain a credit or refund, depending on its tax liability, from the Michigan Department of Treasury.

For more detailed information on the MEGA program, please see the annual MEGA reports available at www.michiganbusiness.org/legislative-reports.

MEGA AMENDMENTS					
Fiscal year 2020: 10/01/2019–09/30/2020					
MSF approval date	Company name	Municipality	County	Original maximum incented jobs created¹	Amended maximum incented jobs created
01/22/20	General Motors LLC	Detroit	Wayne	34,750	34,750
<p><i>1 These amounts reflect the incented jobs at the time of the original agreement and value adjustments due to prior amendments. It is important to note prior to the FY 2020 amendment, the overall liability to State of Michigan was not limited.</i></p> <p><i>This amendment reduced State of Michigan's obligations under the MEGA agreement; set annual limits on the credit value which may be claimed in remaining years; increased the required average weekly wage from \$650 to \$1,300 statewide for the remaining credit term; removed average weekly wage, credit and employment thresholds at the Detroit Renaissance Center and at the GM Technical Center in Warren; removed all references to shared services; added language requiring the company to maintain 34,750 employees in Michigan in order to receive 100 percent credit for the remaining credit term; and allowed the Brownstown facility to count as retained jobs in exchange for the company forgoing the Brownstown MEGA credit effective tax year 2019.</i></p>					

MICHIGAN TOOL & DIE RENAISSANCE RECOVERY ZONE PROGRAM

Michigan tool and die companies wrestle with economic challenges ranging from foreign competition to decreased ordering and cash flow problems as the automotive industry adjusts to its new 21st century realities. During the economic downturn many of those companies struggled to stay in business. The Tool and Die Renaissance Recovery Zone program helped the Michigan's tool and die industry to reinvent and innovate. The program provides tax free status to companies willing

to work collaboratively with other in-state tool and die businesses. The Tool and Die Renaissance Recovery Zone is an industry-based and company-specific collaborative of numerous companies sharing resources to receive the renaissance zone benefit. A recovery zone may have a duration of a renaissance zone status for a period of not less than five years and not more than 15 years. Tax relief is phased out in 25 percent increments over the last three years of the zone designation.

TOOL & DIE RECOVERY ZONE ACTIVITY

Fiscal year 2020: 10/01/2019–09/30/2020

MSF board date	Company or renaissance zone	Location	County	MSF board action
06/23/20	Atlantic Tool Inc.	Clinton Township	Macomb	Revocation of existing Tool & Die Recovery Zone property; member of the American Tooling & Manufacturing Coalition

ACCELERATOR FUND

Since 2011, the Accelerator Fund program has invested \$12 million from the 21st Century Jobs Fund into two early stage venture funds, Huron River Ventures and Michigan Accelerator Fund I. As of September 30, 2020, the funds have leveraged an additional \$618.5 million from other private investors and have made investments into a total of 22 Michigan early stage companies.

ACCELERATOR FUND AWARDS

As of September 30, 2020

Entity receiving funding	Municipality	County	Type of funding	Amount committed by MSF	Capital called for investment ¹	Initial and additional private funds leveraged ²	New private funds leveraged ³	Companies invested in (Mich.)	Jobs created/retained in Mich. ⁴
Michigan Accelerator Fund I	Grand Rapids	Kent	Venture capital	\$6,000,000	\$6,000,000	\$9,128,370	\$371,684,771	10	187
Huron River Ventures I	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$6,000,000	\$5,091,667	\$246,842,098	12	267
TOTAL				\$12,000,000	\$12,000,000	\$14,220,037	\$618,526,869	22	454

¹ Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.

² Total additional private investment into funds by other Limited Partners.

³ Total amount invested into underlying portfolio companies by other venture capital funds.

⁴ Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.

Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment ¹	Amount rescinded, withdrawn or reduced ²	Money, revenue, or property returned	Initial and additional private funds leveraged ³	New private funds leveraged ⁴	New patents, copyrights and trademarks applied for ⁵	New patents, copyrights and trademarks issued ⁵	New startup companies ⁵	Projected new job growth ⁵	Current FTEs (net jobs ⁵)	Number of new licensing agreements ³			Products commercialized ⁵
														Total agreements in ⁶	Total agreements out ⁷	With Mich-based companies	
Michigan Accelerator Fund I	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$1,265,415	\$9,128,370	\$371,684,771	103	42	10	15	187	4	1	0	9
Huron River Ventures	Venture capital	09/14/10	\$6,000,000	\$6,000,000	\$0	\$639,676	\$5,091,667	\$246,842,098	81	56	12	44	267	1	0	0	46
TOTAL			\$12,000,000	\$12,000,000	\$0	\$1,905,091	\$14,220,037	\$618,526,869	184	98	22	59	454	5	1	0	55

¹ Up to 15 percent of these awards may be used for management expenses; these expenses are included in "Capital Called for Investment."

² This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

³ Total additional private investment into funds by other limited partners.

⁴ Total amount invested into underlying portfolio companies by other venture capital funds.

⁵ These figures are taken from the progress reports submitted to the MSF by the entities that received funds.

⁶ Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

⁷ Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

21ST CENTURY INVESTMENT FUND PROGRAM

The Michigan 21st Century Investment Fund (21st CIF) was created, as per the provisions of Public Act 225 of 2005, through an agreement between Grosvenor (formerly Credit Suisse) and the MSF. The fund encourages the growth of emerging Michigan companies, diversifies the state's economy by creating and retaining knowledge-based jobs, and grows a community of investors to create a long-term, sustainable capital ecosystem within Michigan. Grosvenor, a fund management industry leader, manages the 21st CIF. Grosvenor brings expertise in the selection of venture capital, private equity, and mezzanine funds to invest in Michigan companies that are creating jobs. Since 2006, the Michigan 21st CIF has committed up to \$109 million to 13 funds and one company.

New FY 2020 (follow-on) investments into Michigan 21st CIF portfolio companies include:

- **ArborMetrics** (Ann Arbor): provider of clinical performance analytics tools designed to improve the delivery of health care through data science. The company's performance analytics tools combine insights and statistics to measure

clinical performance and efficiency, enabling clients including health systems, state hospital associations, specialty societies, quality collaborative, payers, and other at-risk entities to integrate, store and analyze cloud-based data.

- **BlueWillow Biologics** (Ann Arbor): developer of vaccines designed to prevent respiratory diseases and offer mucosal immunity. The company's vaccines are developed with adjuvant technology that identifies both systemic and mucosal immune responses, enabling health care providers to protect people from severe respiratory and sexually transmitted diseases that enter inside the body through mucosal surfaces.
- **Varsity News Network** (Grand Rapids): developer of an all-in-one communication platform designed to facilitate online communication between high school athletic departments, parents, and athletes. The company's communication platform automatically synchronizes schedules, game results, articles, photos, forms and alerts in order to manage them in everyday life, enabling high school athletic directors to manage communication and create media coverage for athletic events in the process.

- **HistoSonics** (Ann Arbor): provider of a histotripsy platform designed for the treatment of cancer. The company's platform uses robotically assisted non-invasive, pulsed sound energy applied from outside the body, which can be used to destroy tissue at the cellular and sub-cellular level, along with an embedded imaging array that provides real-time visual feedback of tissue destruction, to safely, precisely, and effectively destroy unwanted tissue throughout the body, reducing patient trauma and health care costs.

As of September 30, 2020, as reported by Grosvenor, the Michigan 21st CIF managers have invested \$271.35 million into 31 Michigan-based portfolio companies which now have 1,403 Michigan employees. Overall, over \$1.1 billion of equity has been invested into these 31 portfolio companies by all syndicate partners. These portfolio companies continue to be diversified across sectors, including life sciences, manufacturing, health care, IT, waste services, and media.

21st CIF AWARDS

As of September 30, 2020

Entity receiving funding	Municipality	County	Type of funding	Amount committed ¹	Capital called for investment ²	Total private commitment	Performance of Michigan investments						Jobs created/retained	
							Total fund investment in Mich. companies ³	Unrealized value	Realized proceeds	Total adjusted value ⁴	Year to year growth ⁵	Inception to date growth		Leverage
Arboretum II	Ann Arbor	Washtenaw	Venture capital	\$7,500,000	\$7,125,000	\$73,400,000	\$27,800,000	\$10,200,000	\$78,300,000	\$88,500,000	\$0	\$60,700,000	\$286,417,200	245
Arboretum III	Ann Arbor	Washtenaw	Venture capital	\$10,000,000	\$9,500,000	\$138,200,000	\$57,400,000	\$78,500,000	\$400,000	\$78,900,000	\$0	\$21,500,000	\$199,571,000	476
Arsenal Venture Partners II	Birmingham	Oakland	Venture capital	\$5,000,000	\$4,471,073	\$64,400,000	\$4,200,000	\$4,100,000	\$0	\$4,100,000	\$0	(\$100,000)	\$39,729,400	60
Early Stage Partners II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,001	\$54,500,000	\$6,100,000	\$5,000,000	\$0	\$5,000,000	\$2,000,000	(\$1,100,000)	\$140,320,000	87
Maranon Mezzanine	Birmingham	Oakland	Mezzanine	\$7,500,000	\$10,578,161	\$209,100,000	\$10,100,000	\$0	\$12,200,000	\$12,200,000	\$0	\$2,100,000	\$69,000,000	166
Microposite Inc.	Auburn Hills	Oakland	Direct investment	\$1,650,000	\$1,567,293	\$3,600,000	\$1,650,000	\$0	\$55,737	\$55,737	\$0	(\$1,594,263)	\$0	0
Midwest Mezzanine IV	Grand Rapids	Kent	Mezzanine	\$10,000,000	\$9,599,495	\$110,700,000	\$4,200,000	\$0	\$6,300,000	\$6,300,000	\$0	\$2,100,000	\$7,600,000	0
MK Capital II	Ann Arbor	Washtenaw	Venture capital	\$4,500,000	\$3,847,500	\$106,700,000	\$14,900,000	\$60,600,000	\$29,100,000	\$89,700,000	\$25,800,000	\$74,800,000	\$60,100,000	296
Nth Power IV	Detroit	Wayne	Venture capital	\$10,000,000	\$9,357,500	\$169,100,000	\$5,800,000	\$0	\$60,700,000	\$60,700,000	\$0	\$54,900,000	\$18,700,000	0
Pegasus Fund V	Birmingham	Oakland	Private equity	\$10,000,000	\$13,516,336	\$623,700,000	\$108,300,000	\$0	\$0	\$0	(\$500,000)	(\$108,300,000)	\$220,000,000	0
Quad Partners II	Madison Heights	Oakland	Private equity	\$10,000,000	\$10,283,645	\$82,300,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
Relativity I	Bloomfield Hills	Oakland	Private equity	\$10,000,000	\$6,138,793	\$202,500,000	\$0	\$0	\$0	\$0	\$0	\$0	\$0	0
RPM Ventures II	Ann Arbor	Washtenaw	Venture capital	\$6,000,000	\$5,700,000	\$55,600,000	\$8,800,000	\$3,000,000	\$15,300,000	\$18,300,000	\$3,100,000	\$9,500,000	\$46,700,000	56
Venture Investors IV	Ann Arbor	Washtenaw	Venture capital	\$10,850,000	\$10,307,500	\$118,500,000	\$22,100,000	\$23,200,000	\$6,900,000	\$30,100,000	\$4,700,000	\$8,000,000	\$77,720,000	17
TOTAL				\$109,000,000	\$107,692,296	\$2,012,300,000	\$271,350,000	\$184,600,000	\$209,255,737	\$393,855,737	\$35,100,000	\$122,505,737	\$1,165,857,600	1,403

¹ Represents amount committed by the partnership. MSF commitment constitutes 95 percent of the total, and the commitment of the fund manager, Grosvenor, constitutes 5 percent of the total.

² Commitments remain in MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed for a specific investment or fee.

³ "Capital Called for Investment" can be greater than the amount committed if a fund reinvests proceeds into new investments.

⁴ Total amount invested by fund(s) into Michigan portfolio companies.

⁵ Sum of realized proceeds and unrealized value.

⁶ "Year to Year Growth" compares the value increase (decrease) between each fund's investments from the second quarterly report of 2018 to the third quarterly report of 2019.

COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD

The purpose of this program was to encourage the development of competitive edge technologies in the state. The Strategic Economic Investment and Commercialization (SEIC) board established a competitive process to award grants and loans to organizations that research or commercialize products, processes or services for the four competitive edge technology sectors of life sciences technology; advanced automotive, manufacturing and materials technology; homeland security and defense technology; or alternative energy technology and for infrastructure grants related to those technology sectors. In 2006, the SEIC board awarded grants and loans for commercialization activities related to bringing a new product to market and commercialization support services for activities that assist

companies bringing a product to market. Grants and loans under this program are in the monitoring stage only. No new awards have been made since 2007.

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the Michigan Strategic Fund. Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded, or otherwise closed will be removed from future reports. At the time of this report, the total loan amount awarded to active companies under this program is \$15,341,290; money, revenue, or property returned through

September 30, 2020, is \$3,843,460 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD

For the period October 1, 2006, to September 30, 2020

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Initial funds leveraged ²	New funds leveraged ³	New patents, copyrights and trademarks applied for ³	New patents, copyrights and trademarks issued ³	New startup companies ³	Projected new job growth ²	Current FTEs ³	Number of new licensing agreements ³			Products commercialized ³
													Total agreements in ⁴	Total agreements out ⁵	With Mich-based companies	
Everist Genomics Inc. ⁸	Loan (in default)	09/06/06	\$1,569,999	\$0	\$740,981	\$382,998	\$9,067,000	48	11	0	10	6.0	2	4	1	14
Evigia Systems Inc.	Loan (converted)	10/16/06	\$1,736,300	\$0	\$0	\$6,330,899	\$12,889,147	18	15	0	5	2.0	2	0	0	19
Integrated Sensing Systems Inc.	Loan (converted)	09/06/06	\$974,999	\$0	\$0	\$975,000	\$21,201,890	23	31	0	738	7.0	0	2	0	2
KTM Industries Inc.	Loan (paid off/partially converted)	09/06/06	\$2,011,185	\$0	\$2,406,010	\$3,649,600	\$19,260,384	5	0	0	66	156.0	0	2	0	11
NanoBio Corporation	Loan (partially converted)	09/06/06	\$2,377,526	\$0	\$0	\$5,194,828	\$171,450,672	48	25	0	2	13.0	0	1	0	1
ProNAi Therapeutics Inc. ⁶	Loan (converted)	09/06/06	\$3,297,826	\$0	\$0	\$6,464,090	\$88,925,144	1	4	0	20	5.0	2	0	0	0
Sonetics Ultrasound Inc.*	Loan (converted)	09/06/06	\$1,214,682	\$0	\$0	\$1,116,273	\$2,637,466	12	5	0	1	0.5	0	0	0	0
Translume Inc.	Loan (converted)	09/06/06	\$1,650,510	\$0	\$0	\$499,100	\$9,095,722	8	17	0	38	6.0	1	0	1	6
XB TransMed Solutions LLC ⁹	Loan	09/06/06	\$508,263	\$123,263	\$696,470	\$594,744	\$20,023,623	2	2	0	4	0.0	3	4	0	4
CURRENT OUTSTANDING⁷			\$15,341,290	\$123,263	\$3,843,460	\$25,207,532	\$354,551,048	165	110	0	884	195.5	10	13	2	57

¹ This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

² These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

³ These figures are taken from the progress reports submitted to the MEDC by the entities that received funds. All figures are cumulative except current FTEs.

⁴ Licensing agreements in: Licensing agreements for the project/company to acquire technology from a third party.

⁵ Licensing agreements out: Licensing agreements generated by intellectual property from the project/company to a third party.

⁶ ProNAi Therapeutics Inc. filed its initial public offering (IPO) in July 2015. The company is no longer obligated to provide progress reports to the MSF as a result of the IPO. The figures shown for this company represent activity through September 30, 2014.

⁷ Totals in this row represent the totals for the remaining active companies.

⁸ The information for Everist Genomics represented data self-reported by the company through September 30, 2016. The company has no additional reporting obligations under its current agreement with the MSF. On June 1, 2019, Everist Genomics defaulted on a forbearance agreement and is in default as a result of issues related to COVID-19. Restructure discussions are ongoing.

⁹ Company is located out of state. All figures except money, revenue or property returned, represent previously reported information.

*Company failed to submit progress report by due date. Figures represent previously reported information.

COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD

The purpose of this program was to encourage the development of competitive edge technologies in the state. The Strategic Economic Investment and Commercialization (SEIC) board established a competitive process to award grants and loans to organizations that research or commercialize products, processes or services for the four competitive edge technology sectors of life sciences technology; advanced automotive, manufacturing and materials technology; homeland security and defense technology; or alternative energy technology and for infrastructure grants related to those technology sectors. In 2008, the SEIC board awarded grants and loans for commercialization activities related to bringing a new product to market and commercialization support

services for activities that assist companies bringing a product to market. Loans for this program are in the monitoring stage only. No new awards have been made under this program since 2009.

The SEIC board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the Michigan Strategic Fund. Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program

is \$10,639,626; money, revenue or property returned through September 30, 2020, is \$274,685 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

COMPETITIVE EDGE TECHNOLOGY GRANTS AND LOANS DETERMINED BY COMMERCIALIZATION BOARD

For the period October 1, 2009, to September 30, 2020

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue or property returned	Initial funds leveraged ²	New funds leveraged ³	New patents, copyrights and trademarks applied for ³	New patents, copyrights and trademarks issued ³	New startup companies ³	Projected new job growth ²	Current FTEs ³	Number of new licensing agreements ³			Products commercialized ³
													Total agreements in ⁴	Total agreements out ⁵	With Mich-based companies	
Arbor Photonics Inc. ⁶	Loan: Converted	10/08/08	\$1,502,000	\$0	\$0	\$1,515,000	\$1,100,000	0	0	0	136	0	0	0	0	1
CytoPherx Inc. fka Nephron Inc.*	Loan: Converted	10/08/08	\$2,000,000	\$0	\$193,035	\$2,000,000	\$74,368,744	2	0	0	200	2	0	0	0	0
Metabolic Solutions Development Company	Loan: Converted	10/08/08	\$2,450,000	\$0	\$78,277	\$10,000,000	\$62,623,181	9	9	1	113	0	1	1	1	0
Nanocerox Inc.	Loan: Converted	10/08/08	\$1,050,000	\$0	\$0	\$1,057,300	\$14,219,380	0	0	0	25	5	0	0	0	2
Pixel Velocity Inc.	Loan: Partially converted	10/08/08	\$1,808,645	\$0	\$3,373	\$2,000,000	\$25,849,655	25	12	1	36	0	2	4	0	5
Vestaron Corp.	Loan: Converted	03/28/09	\$1,828,981	\$0	\$0	\$5,625,000	\$78,049,135	68	26	2	18	11	41	2	0	1
CURRENT OUTSTANDING⁷			\$10,639,626	\$0	\$274,685	\$22,197,300	\$256,210,095	104	47	4	528	18	44	7	1	9

¹ This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced.

These funds were reallocated for use in accordance with the MSF Act.

² These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

³ These figures are taken from the progress reports submitted to the MEDC by the entities that received funds. All figures are cumulative except Current FTEs.

⁴ Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

⁵ Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

⁶ Arbor Photonics Inc. merged with NP Acquisition Corp., and nLIGHT Photonics Corporation on November 26, 2012. As a result of the merger, Arbor Photonics became a wholly owned subsidiary of nLIGHT Photonics Corporation. Coincident with the merger, the total indebtedness owed by Arbor Photonics Inc. to the MSF was converted into shares of nLIGHT Photonics Corporation common stock. Data is from award inception to September 30, 2016.

⁷ Totals in this row represent the totals for the remaining active companies.

* Company failed to submit progress report by due date. Figures represent previously reported information.

PURE MICHIGAN VENTURE DEVELOPMENT FUND

In FY 2013, the Pure Michigan Venture Development Fund (PMVDF) was created to assist in the growth of the venture capital industry in Michigan by increasing the number of viable venture funds in the state. The program is designed to invest in first and second generation funds in Michigan for the primary purpose of increasing their ability to raise additional funds and become viable funds that will invest more money into Michigan's venture stage companies.

The MSF committed up to \$9 million from the 21st Century Jobs Fund to split equally between four early stage venture funds. Each fund is required to raise at least \$8 million in additional private investment in order for the full \$2.25 million investment in each fund to fully vest. As of September 30, 2020, these funds have leveraged over \$1.3 billion in additional funding from other private investors and have made investments into 47 early-stage Michigan companies.

New FY 2020 activities include investments into the following MI-based companies:

- **Akadeum Life Sciences** (Ann Arbor): developer of a two-parameter cell separation technology designed to facilitate the removal of target cells from biological samples. The company's technological product is based on buoyancy-activated cell sorting (BACS) that uses microscopic micro-bubbles to capture

target cells and quickly float them to the surface of a liquid sample for removal, enabling medical practitioners to use those cells for performing downstream testing and analysis with increased efficiency.

- **ArborMetrix** (Ann Arbor): provider of clinical performance analytics tools designed to improve the delivery of healthcare outcomes through data science. The company's performance analytics tools combine data insights and statistics to measure clinical performance and efficiency, enabling clients including health systems, state hospital associations, specialty societies, quality collaborative, payers and other at-risk entities to integrate, store and analyze cloud-based data to accelerate performance and improve care.
- **Celsee Diagnostics** (Plymouth): developer and manufacturer of integrated comprehensive single-cell analysis products to accurately identify, analyze and viably retrieve single cells directly from blood and tissue. The company's platforms provide a practical approach to accurately analyze previously undetectable or rare cells to a scale of millions of single cells from an individual sample. The patented approach incorporates the fundamental properties of gravity for the gentle capture and isolation of individual cells from heterogeneous blood and tissue suspensions.

- **Genomenon** (Ann Arbor): developer of genome interpretation software intended to improve cancer diagnosis and treatment. The company's software offers a set of diagnostic and discovery tools to identify disease-causing genomic variants and helps to treat cancer and other inheritable diseases, enabling physicians to treat their patients in an enhanced way.
- **Ripple Science** (Ann Arbor): developer of SaaS software designed to facilitate the recruitment and management of research participants for clinical studies. The company's software offers better recruitment and retention, centralized and intuitive project management, fast and searchable participant registry, recruitment campaign management, among others, providing users with access to a dynamic registry, which accelerates time to study completion, lowers fail risk, lowers costs and improves research productivity.
- **Sportsman Tracker** (Grand Rapids): developer of a communication and tracking platform designed to make hunting and fishing experiences better. The company's communication and tracking platform uses an outdoor sports analytics and mobile technology to view maps, chart hunting, and fishing locations and record their results in the field, enabling hunters and anglers to increase their success in hunting and fishing.

PMVDF AWARDS

As of September 30, 2020

Entity receiving funding	Municipality	County	Type of funding	Amount committed	Capital called for investment ¹	Initial and additional private funds leveraged ²	New private funds leveraged ³	Michigan-based companies invested in	Jobs created/retained in Mich. ⁴
Michigan eLab	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$2,150,000	\$20,250,000	\$132,943,658	5	222
Resonant Venture Partners	Ann Arbor	Washtenaw	Venture capital	\$2,250,000	\$2,068,371	\$8,895,000	\$183,049,947	5	500
Detroit Venture Partners	Detroit	Wayne	Venture capital	\$2,250,000	\$2,250,000	\$53,010,521	\$728,572,889	21	1,820
Detroit Innovate Fund	Detroit	Wayne	Venture capital	\$2,250,000	\$1,468,023	\$5,496,203	\$306,292,520	16	807
TOTAL				\$9,000,000	\$7,936,394	\$87,651,724	\$1,350,859,015	47	3,349

¹ Commitments remain in an MSF account until capital calls are issued. Capital calls are requests from the fund to send a portion of the commitment needed to fund a specific investment or fee. "Capital Called for Investment" can be greater than the "Amount Committed" if a fund reinvests proceeds into new investments.

² Total additional private investment into funds by other limited partners.

³ Amount invested into underlying portfolio companies (in Michigan) by other venture capital funds.

⁴ Jobs are self-reported by portfolio companies, in which the funds invest, and the funds themselves.

Total as of September 30, 2020

Entity receiving funding	Type of funding	Award date	Award amount	Capital called for investment	Amount rescinded, withdrawn or reduced ¹	Money, revenue, or property returned	Initial and additional private funds leveraged ²	New private funds leveraged ³	New patents, copyrights and trademarks applied for ⁴	New patents, copyrights and trademarks issued ⁴	New startup companies ⁴	Projected new job growth ⁴	Current FTEs/net jobs ⁴	Number of new licensing agreements ⁴			Products commercialized ⁴
														Total agreements in ⁵	Total agreements out ⁶	With Mich-based companies	
Michigan eLab	Venture capital	09/12/13	\$2,250,000	\$2,150,000	\$-	\$429,339	\$20,250,000	\$132,943,658	6	4	5	40	222	49	0	15	14
Resonant Venture Partners	Venture capital	07/12/13	\$2,250,000	\$2,068,371	\$-	\$8,299,345	\$8,895,000	\$183,049,947	9	10	5	100	500	0	0	0	6
Detroit Venture Partners	Venture capital	01/01/13	\$2,250,000	\$2,250,000	\$-	\$626,099	\$53,010,521	\$728,572,889	3	3	21	1,876	1,820	0	0	0	5
Detroit Innovate Fund	Venture capital	09/15/15	\$2,250,000	\$1,468,023	\$-	\$1,297,687	\$5,496,203	\$306,292,520	72	49	16	85	807	9	3	2	47
TOTAL			\$9,000,000	\$7,936,394	\$-	\$10,652,469	\$87,651,724	\$1,350,859,015	90	66	47	2,101	3,349	58	3	17	72

¹ This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

² Total additional private investment into funds by other limited partners.

³ Amount invested into underlying portfolio companies (in Michigan) by other venture capital funds.

⁴ These figures are taken from the progress reports submitted to the MSF by the entities that received funds.

⁵ Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

⁶ Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

PURE MICHIGAN VENTURE MATCH FUND

Under the umbrella of the 21st Century Jobs Fund Initiative, the MSF board has been given the opportunity to foster the growth of innovative companies with the potential for high growth in Michigan by investing in the most promising, nationally competitive, commercialization opportunities. The program objective is to oversee a competitive process to award funds that encourage economic diversification in innovative, competitive edge technology sectors as defined in the MSF Act.

The Strategic Economic Investment and Commercialization (SEIC) board was abolished by Executive Order 2010-8 and all powers and duties of the SEIC board were transferred to the MSF. The companies listed below are only required to report once. Companies with multiple incentives will show identical numbers for each

program where they received an award. At the time of this report, the total amount awarded to companies under this program is \$4,523,499 and money, revenue, or property returned for the companies listed below is \$2,726,236. Due to a modification to the reporting process, there will be some variations from prior years' reporting. All awards that are expired, paid off, written off, or otherwise closed have been removed from report unless the MSF has realized a return during the reporting period.

On March 28, 2012, the MSF board approved the creation and operation of the Pure Michigan Venture Match Fund (PMVMF). At its August 28, 2013, meeting, the MSF board authorized that companies which previously received an award under the PMVMF to apply for "Follow-on" or "Catch-up" funding under the PMVMF. Under MCL 125.2088k(3)(a), which was effective May 30, 2012, initial PMVMF evaluations

may be performed by a joint evaluation committee (JEC). To that end, the MSF board delegated to the MSF fund manager the authority to approve PMVMF awards, including "Follow-on" and "Catch-up" awards, upon the recommendation of a JEC appointed by the MSF fund manager.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

PMVMF

For period October 1, 2012, to September 30, 2020

Entity receiving funding	Type of funding	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue, or property returned	Initial funds leveraged ²	Follow-on funding ³	New patents, copyrights and trademarks applied for ³	New patents, copyrights and trademarks issued ³	New startup companies ³	Projected new job growth	Current FTEs ³	Number of new licensing agreements ³			Products commercialized ³
													Total agreements in ⁴	Total agreements out ⁵	With Mich-based companies	
Waymark (Knew Deal Inc.) ⁶	Equity	02/14/13	\$499,999	\$0	\$0	\$1,439,922	\$925,000	1	0	0	0	18.0	0	2	0	4
		07/08/14	\$187,500													
		12/12/14	\$200,000													
Tissue Regeneration Systems, Inc. ⁷	Equity	02/01/13	\$500,000	\$0	\$1,061,653	\$1,500,000	\$6,122,523	8	4	0	0	19.0	2	3	1	0
		08/06/14	\$500,000													
Larky Inc. ⁸	Equity	04/30/14	\$500,000	\$0	\$0	\$500,000	\$1,392,700	2	2	1	20	19.0	0	0	0	3
RetroSense Therapeutics ⁹	Equity (ended)	12/23/14	\$350,000	\$0	\$1,664,583	\$700,000	\$0	0	1	0	0	0.0	0	0	0	0
TOTAL			\$2,737,499	\$0	\$2,726,236	\$4,139,922	\$8,440,223	11	7	1	20	56	2	5	1	7

¹ This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds may be reallocated for use in accordance with the MSF Act.

² These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

³ Follow-on funding includes SBIR/STTR/other federal grants, angel fund investments, owner investments, venture capital invested, bank/loans, and sales revenue. These figures are self-reported by the program administrators in semi-annual progress reports that are submitted to the MEDC. These metrics are cumulative to date over the life of the grant.

⁴ Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

⁵ Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

⁶ The company was approved for a Follow-On award under this program in the amount of \$187,500 on July 8, 2014, and another follow-on award under this program in the amount of \$200,000 on December 12, 2014, bringing the total award amount to \$887,499.

Follow-on funding and current FTE totals were inaccurately reported for FY 2019. Both totals have been updated as of September 30, 2020.

⁷ The company was approved for a follow-on award under this program in the amount of \$500,000 on August 6, 2014. As of September 30, 2020, the MSF realized a return of \$1,061,653.12 from its equity stake in the company.

⁸ Follow-on funding total was inaccurately reported for FY 2019. The total has been updated as of September 30, 2020.

⁹ RetroSense Therapeutics was acquired by Allergan. The MSF realized a return of \$1,246,185 from its equity stake in the company. RetroSense Therapeutics was previously omitted from the 2019 report due to acquisition. As of September 30, 2020, the MSF realized a return of \$418,397.89 from its equity stake in the company.

RETENTION OF PFIZER ASSETS: COMPANY FORMATION AND GROWTH FUND LOANS

The purpose of the program was to retain Pfizer employees in response to the company moving out of state. All Company Formation and Growth Fund (CFGF) awards are in the form of loans to be repaid to the Michigan Strategic Fund. The loans typically have a grace period of five years from the date the loan agreement was executed. After this grace period has ended, accrued interest is capitalized and loan repayment begins. Since the first loans were executed at the end of 2007, repayment to the MSF was scheduled to begin in 2012 or later. Loans under this program are in the monitoring stage only. No new awards have been made since 2010.

Companies with multiple incentives are only required to report once and will show identical numbers for each program where they received an award. All awards that are expired, paid off, written off, withdrawn, rescinded, or otherwise closed will be removed from future reports. At the time of this report, the total amount awarded to active companies under this program is \$1,450,000; money, revenue, or property returned through September 30, 2020, is \$138,994 for the companies listed below. Due to a modification to the reporting process, there will be some variations from prior year's reporting.

Public Act 503 of 2014 amended the legislative reporting requirements of the Michigan Strategic Fund (MSF) Act. Awardees that had an executed agreement with the MSF prior to January 14, 2015 (the effective date of Public Act 503 of 2014), have contractual reporting obligations that are based on previous MSF Act reporting requirements. Accordingly, the report for this program includes metrics as required under the agreement between the awardee and the MSF.

RETENTION OF PFIZER ASSETS: COMPANY FORMATION AND GROWTH FUND LOANS

For the period October 1, 2008, to September 30, 2020

Entity receiving funding	Type of funding and award status	Award date	Award amount	Amount rescinded, withdrawn or reduced ¹	Money, revenue, or property returned	Initial funds leveraged ²	New patents, copyrights and trademarks applied for ²	New patents, copyrights and trademarks issued ²	New startup companies ²	Projected new job growth ³	Current FTEs ²	Number of new licensing agreements ²			Products commercialized ²
												Total agreements in ⁴	Total agreements out ⁵	With Mich-based companies	
Emiliem Inc.*	Loan	11/28/07	\$250,000	\$125,000	\$42,783	\$52,000	2	0	1	5	4	0	0	0	2
Phrixus Pharmaceuticals	Loan	11/28/07	\$350,000	\$0	\$23,719	\$5,206,823	0	1	0	7	0	1	2	0	0
ProNAi Therapeutics Inc. ⁷	Loan (converted)	11/28/07	\$400,000	\$0	\$0	\$88,925,144	1	4	0	8	5	2	0	0	0
Venntis LLC*	Loan	08/25/10	\$50,000	\$0	\$53,755	\$450,001	1	1	1	1	2	0	0	0	0
Vestaron Corp. ⁶	Loan (converted)	11/28/07	\$50,000	\$100,000	\$0	\$78,049,135	68	26	2	4	11	41	2	0	1
		01/27/10	\$150,000												
Zoltan Laboratories LLC ⁸	Loan	01/23/08	\$200,000	\$0	\$18,737	\$277,536	0	0	0	4	0	0	0	0	0
CURRENT OUTSTANDING⁹			\$1,450,000	\$225,000	\$138,994	\$172,960,639	72	32	4	29	22	44	4	0	3

¹ This column represents awards that were rescinded by the MSF, requests for funding that were withdrawn by the company, or the amount by which an original award amount was later reduced. These funds were reallocated for use in accordance with the MSF Act.

² These figures are taken from the progress reports submitted to the MEDC by the entities that received funds. All figures are cumulative except current FTEs.

³ These figures are taken from the original proposals submitted to the MEDC by the entities that received funds.

⁴ Licensing Agreements In: Licensing agreements for the project/company to acquire technology from a third party.

⁵ Licensing Agreements Out: Licensing agreements generated by intellectual property from the project/company to a third party.

⁶ Companies with multiple loans under this program show one row of combined numbers. Companies with multiple loans under different programs show the same figures, except those contained in the original programmatic proposal.

⁷ ProNAi Therapeutics Inc. filed its initial public offering (IPO) in July 2015. The company is no longer obligated to provide progress reports to the MSF as a result of the IPO. The figures shown for this company represent activity through September 30, 2014.

⁸ No metrics were reported because the company has left the state.

⁹ Totals in this row represent the totals for the remaining active companies.

* Company failed to submit progress report by due date. Figures represent previously reported information.

ADMINISTRATIVE



JOBS FOR MICHIGAN INVESTMENT FUND: *PERMANENT FUND*

As of September 30, 2020

This report is a comprehensive report of all payments received (repayment of principal and earnings) as well as funds used or appropriated out of the Permanent Fund.

	Revenue from inception to 09/30/2019	\$354,986,723
Revenues to the Permanent Fund during FY 2020:		
21st Century loans and investment programs	\$31,604,578	
Common Cash Earnings [1]	\$1,996,637	
	<hr/>	
	\$33,601,215	
	 Total funds from inception to 9/30/2020	 \$388,587,937
 MSF board approved commitments since Permanent Fund inception:		
American Center for Mobility		\$32,000,000
Buick City		\$5,500,000
Capital Conduit Program		\$39,600,000
Joe Louis Arena demolition/City of Detroit		\$10,000,000
Community Revitalization Program		\$78,771,646
COVID-19 Micro Loan Program		\$5,000,000
Fiat Chrysler Automobiles/Detroit Brownfield Redevelopment Authority		\$20,000,000
Michigan Community Capital		\$22,500,000
Small Business Relief Program		\$10,000,000
Michigan Supplier Diversification Fund		\$61,866,841
Pure Michigan Venture Development Fund		\$9,000,000
Temple redevelopment		\$4,800,000
UP Broadband/Northern Michigan University		\$6,500,000
Completed commitments		\$25,533,424
		<hr/>
		\$331,071,911
	 Available funds at 09/30/2020	 \$57,516,026

1 Common cash is the interest earned on the money held in the state's treasury. Per Treasury, the distribution of earnings to participating funds is determined by multiplying the common cash earnings rate paid times the average daily cash balances of the fund less a pro rata amount of monies not available for investments.

MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88(b)(2)(c)

Pursuant to Section 88(b)(2)(c) of the Michigan Strategic Fund Act, money transferred or appropriated by law to the Michigan Strategic Fund for the purposes of carrying out Chapter 8A or Chapter 8C may be expended or invested by the Michigan Strategic Fund for the other programs or activities authorized under Chapter 8A, any other chapter of the Act, or as provided in an appropriation act as long as those programs or activities provide for repayment of the written agreement or the failure to meet measurable outcomes.

MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88(b)(2)(c)

Fiscal year 2020: 10/01/2019–09/30/2020

Fiscal year approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status ²⁰	Term of incentive
2014	Michigan Manufacturing Technology Center ¹	03/25/14	Plymouth	Wayne	Grant	\$5,630,000	\$5,630,000	Ended	04/01/14–09/30/16
2015	Port of Monroe ²	09/22/15	Monroe	Monroe	Investment	\$3,000,000	\$3,000,000	Ended	02/04/16–12/31/17
2016	Invenergy Thermal Development LLC ³	12/15/15	Richmond Township	Marquette	Grant	\$500,000	\$500,000	Ended	04/19/16–12/31/17
	Michigan-China Business Development Group dba Michigan-China Innovation Center ⁴	03/22/16	Troy	Oakland	Grant	\$5,000,000	\$2,750,000	Monitoring	04/22/16–04/30/21
	RecoveryPark & RecoveryPark Farms Inc. ⁵	03/22/16	Detroit	Wayne	Grant	\$400,000	\$400,000	Ended	03/29/16–12/31/18
	Willow Run Arsenal of Democracy Land Holdings Limited Partnership ⁶	03/22/16 and 07/26/16	Ypsilanti	Washtenaw and small part in Wayne	Grant and investment	\$35,000,000	\$35,000,000	Monitoring	04/08/16–12/31/17 (grant only)
	City of Flint ⁷	09/27/16	Flint	Genesee	Investment	\$3,500,000	\$0	Monitoring	N/A
2017	RecoveryPark & RecoveryPark Farms Inc. ⁵	10/25/16	Detroit	Wayne	Loan	\$1,000,000	\$750,000	Monitoring	03/01/17–03/30/22
	Michigan Manufacturing Technology Center ⁹	11/22/16	Plymouth	Wayne	Grant	\$4,250,000	\$2,125,000	Monitoring	11/01/16–10/31/18
	City of Dearborn ⁸	12/20/16	Dearborn	Wayne	Grant	\$3,000,000	\$3,000,000	Ended	04/19/17–12/31/18
	Flint & Genesee Chamber of Commerce ¹⁰	12/21/16	Flint	Genesee	Grant	\$550,000	\$295,000	Ended	02/22/17–12/31/19
	Michigan Community Capital ¹¹	02/28/17	Lansing	Ingham	Loan	\$22,500,000	\$22,500,000	Monitoring	06/30/17–07/01/40
	Northern Michigan University ¹²	03/28/17	Marquette	Marquette	Investment	\$6,500,000	\$4,250,000	Monitoring	06/15/16–12/31/47
	Evergreen Community Development Initiative ¹³	08/22/17	Flint	Genesee	Grant	\$300,000	\$150,000	Monitoring	09/01/17–09/30/20
	Michigan Technology Commercialization Corp. dba Michigan Research Institute ¹⁴	08/22/17	Ann Arbor	Washtenaw	Loan participation	\$1,525,000	\$1,525,000	Monitoring	See footnote
Cornerstone Alliance ¹⁵	09/26/17	Benton Harbor	Berrien	Grant	\$1,200,000	\$0	Monitoring	12/08/17–12/31/21	

MSF ACTIVITIES: SECTION 88(b)(2)(c) continued

MICHIGAN STRATEGIC FUND ACTIVITIES: SECTION 88(b)(2)(c) continued

Fiscal year 2020: 10/01/2019–09/30/2020

Fiscal year approved	Awardee name	MSF approval date	Municipality	County	Incentive type	Award amount	Amount disbursed	Incentive status ²⁰	Term of incentive
2018	Michigan Community Capital ¹¹	12/19/17	Lansing	Ingham	Loan	\$3,000,000	\$0	Ended	12/19/17–12/19/41
	Buick City ¹⁶	02/27/18	Flint	Genesee	Grant	\$5,500,000	\$999,900	Monitoring	04/26/18–04/26/19
2019	310 East Third Street (Flint Market Place Apartments) ¹⁷	09/25/18	Flint	Genesee	Loan	\$7,000,000	\$7,000,000	Monitoring	04/26/19–04/26/37
	City of Detroit (JLA Demolition) ¹⁸	12/18/18	Detroit	Wayne	Loan	\$10,000,000	\$4,159,104	Monitoring	06/17/19–06/17/39
	Detroit Brownfield Redevelopment Authority ¹⁹	05/21/19	Detroit	Wayne	Grant	\$55,000,000	\$50,000,000	Monitoring	06/14/19–12/31/51

1 The Michigan Manufacturing Technology Center (MMTC) received an initial grant of up to \$1,380,000 through the manufacturing services request for proposals in March 2014 for the purpose of providing support services to companies in advanced manufacturing and other related industries for an initial term of April 1, 2014, to September 30, 2014. On December 16, 2014, the MSF board allocated an additional \$2,125,000 in funding and extended the term to September 30, 2015. On November 24, 2015, the MSF board allocated an additional \$2,125,000 in additional funding and extended the term of the grant to September 30, 2016.

2 Port of Monroe received an investment of \$3,000,000 for the purpose of revitalizing the commercial harbor area located on Lake Erie in the city of Monroe.

3 Invenery Thermal Development LLC received a grant of up to \$500,000 to offset the costs related to the development of a combined heat and power cogeneration facility to supply process steam and power at the Cliffs Natural Resources Mining Complex in Palmer, Mich. The MSF approved an amendment to the grant on December 20, 2016, to reduce the required investment from \$1,385,745 to \$567,200 and remove a provision that prohibited any portion of the required investment from being returned to the company.

4 The Michigan-China Innovation Center received a grant of up to \$5,000,000 to support start-up costs and capital needs of the Michigan-China Innovation Center.

5 RecoveryPark Farms Inc. received a grant of up to \$400,000 and a loan of \$1,000,000 to serve as bridge financing for RecoveryPark and RecoveryPark Farms to support acquisition and development of 105 acres of land on the east side of Detroit for the growth and sale of branded specialty herbs and produce to local restaurants for farm-to-table sourcing while also providing sustainable jobs to individuals with barriers to employment. On November 30, 2017, RecoveryPark and RecoveryPark Farms Inc. was placed in default of their loan agreement.

6 On March 22, 2016, the Willow Run Arsenal of Democracy Land Holdings Limited Partnership received an award of \$3,000,000, consisting of \$2,999,900 in the form of a grant and \$100 in the form of an equity investment. The grant funds were intended to pay environmental, consultant and other professional due-diligence and property acquisition costs and to support the start-up costs for the American Center for Mobility's Connected and Automated Vehicle (CAV) test facility at Willow Run. The equity investment was necessary to form the limited partnership. On July 26, 2016, the MSF board approved an additional \$17,000,000 to the limited partnership, and on April 25, 2017, the MSF board approved an additional \$15,000,000 to the limited partnership, in each case to facilitate the final design, construction costs, and operations for the completion of Phase 1A of the CAV test facility. The term of the limited partnership is perpetual unless terminated and dissolved in accordance with the terms of the limited partnership agreement.

7 City of Flint received an investment of up to \$3,500,000 to finance the acquisition, construction, and installation of a water pipeline to connect the city's water treatment plant to the Karegnondi Water Authority's water supply system. The final agreement has not been executed between the MSF and City of Flint.

8 City of Dearborn received grant of up to \$3,000,000 toward financing construction of a parking deck.

9 MMTC received an initial grant of \$2,125,000 for the purpose of providing matchmaking assistance in support of the Pure Michigan Business Connect initiative, consulting and training related to process improvement and efficiency, and business outreach and support services for business development efforts for an initial term of November 1, 2016, to October 31, 2017. On September 26, 2017, the MSF board allocated an additional \$2,125,000 in funding and extended the term to October 31, 2018.

10 Flint & Genesee Chamber of Commerce received a grant of up to \$550,000 to use in its Flint Grocer Improvement Grant Program to facilitate financial support to eligible grocers.

11 Michigan Community Capital will use the loan to purchase interests in project entities engaged in developing Michigan real estate projects targeted at residential rental with affordable housing components. On April 23, 2019, the MSF approved an amendment increasing the Investment Fund Loan Award by \$9,000,000 and taking the total loan amount to \$22,500,000. The amendment also terminated the loan to Michigan Community Capital for the \$3,000,000 Small Developer Initiative.

12 Northern Michigan University received the investment to reimburse Northern Michigan University for certain fees, costs, and expenses of Northern Michigan University to build out NMU Educational Access Network, a high-speed broadband service across Michigan's Upper Peninsula.

13 The Evergreen Community Development Initiative received a grant of up to \$300,000 from the MSF to support its literacy center, which includes a complete virtual library, computer laboratory, and dedicated literacy coaches with a curriculum designed to increase adult literacy and job readiness. The Michigan Department of Treasury provided the funds to the MSF pursuant to a memorandum of understanding.

14 The Michigan Technology Commercialization Center dba the Michigan Research Institute (MRI) received a loan participation award toward the purchase of real property and working capital in support of MRI's start-up incubator operations. Under this transaction, the MSF participated in the amount of \$1,525,000 on a loan of \$3,386,150 provided by Level One Bank. The loan is amortized over 240 months, with monthly payments split between the lender and the MSF in the amounts of \$11,684.02 and \$7,013.39, respectively. Loan payments began on November 1, 2017.

15 Cornerstone Alliance received a grant of up to \$1,200,000 to collaborate with Whirlpool Corporation to make improvements to its St. Joseph Technology Center by developing and constructing a 200-foot pedestrian bridge to connect the city of St. Joseph and the city of Benton Harbor. The agreement has not yet been executed.

16 Buick City will use the grant to fund due diligence activities, assess the financial feasibility of acquiring, and developing the site of the former Buick City automobile manufacturing plant in Flint. If the project moves forward an additional \$5,500,000 has been approved for the purpose of developing and operating the property.

17 Flint Market Place Apartments will use the loan to develop two new buildings containing 92 units (48 low income) and 94 parking spaces.

18 The city will use the loan for the demolition and site preparation of approximately 5.9 acres of property located at 600 Civic Center Drive, Detroit, MI 48226, and more commonly known as the Joe Louis Arena.

19 On May 21, 2019, the Detroit Brownfield Redevelopment Authority (DBRA) received a performance-based award of \$55,000,000 from the MSF. The award is intended to be used by DBRA to finance site preparation activities for the construction of FCAs new assembly plant that will be located in Detroit. DBRA agreed to perform the site preparation activities on behalf of FCA as way to incentivize FCA to construct its assembly plant in the city of Detroit.

20 Additional stages have been created to clarify the status of each incentive. Ended means the company has successfully met all requirements of the agreement and amendments. Monitoring means the project has been approved by the MSF board and the agreement has been fully executed.

MICHIGAN STRATEGIC FUND: FY 2020 WORK PROJECT INFORMATION

FY 2020 Work Project Spending

Total Work Project Expenditures in FY 2020 (multiple appropriation years) \$97,630,698

WORK PROJECT BALANCES CARRIED INTO FY 2021

Appropriation title	Appropriation year	Work project balances carried into FY 2021	Amount committed to projects	Uncommitted balance of work project
Business Attraction & Community Revitalization	2017	\$37,595,871	\$37,574,660	\$21,211
		\$37,595,871	\$37,574,660	\$21,211
Business Attraction & Community Revitalization	2018	\$60,440,220	\$60,332,676	\$107,544
		\$60,440,220	\$60,332,676	\$107,544
Michigan Enhancement Grants/Special Legislative Grants	2019	\$12,025,181	\$11,750,000	\$275,181
Business Attraction & Community Revitalization	2019	\$71,210,560	\$71,176,243	\$34,317
Entrepreneurship Eco-system	2019	\$2,940,355	\$2,589,000	\$351,355
Pure Michigan	2019	\$1,451,648	\$525,144	\$926,504
		\$87,627,744	\$86,040,387	\$1,587,358
Business Attraction & Community Revitalization	2020	\$65,178,371	\$65,176,851	\$1,520
Entrepreneurship Eco-system	2020	\$9,140,965	\$3,683,197	\$5,457,768
COVID-19: Small Business Restart Grants	2020	\$29,849,924	\$29,609,977	\$239,947
COVID-19: Community Development Block Grant CARES Act*	2020	\$62,478,416	\$19,885,924	\$42,592,492
		\$166,647,676	\$118,355,949	\$48,291,727
TOTAL		\$352,311,511	\$302,303,672	\$50,007,839

Note: Of the \$352.3 million in work projects carried into FY 2021, \$302.3 million was committed to projects and \$50.0 million was uncommitted on September 30, 2020. Of the uncommitted \$42.8 million was CARES money.

**Committed amount includes board approved county allocation*

MICHIGAN STRATEGIC FUND: FY 2020 SPECIAL LEGISLATIVE GRANTS/MICHIGAN ENHANCEMENT GRANTS

Detail by Appropriation Year

Grant	FY 2020 beginning balance	Expenditures	FY 2020 ending balance
AY 2020			
Focus: HOPE	\$1,000,000	\$1,000,000	\$0
Alpena Community College	\$500,000	\$500,000	\$0
City of Belleville	\$250,000	\$250,000	\$0
Saginaw County	\$250,000	\$250,000	\$0
	\$2,000,000	\$2,000,000	\$0
AY 2019			
Child and family welfare service provider	\$1,200,000	\$1,200,000	\$0
Grand Haven pavilion ¹	\$1,500,000		\$1,500,000
Jobs for Michigan graduates	\$1,000,000	\$1,000,000	\$0
Mackinac Island road improvements	\$469,175	\$469,175	\$0
MAMA Airport facility and low orbit launch**	\$1,250,000	\$750,000	\$500,000
Michigan Health Information Network	\$159,530	\$159,530	\$0
Oscoda water line replacements	\$580,000	\$580,000	\$0
Protect & Grow	\$364,583	\$364,583	\$0
Restore the Rapids	\$2,000,000	\$2,000,000	\$0
Rural blight removal	\$76,340	\$51,158	\$25,182
Salem Township Urban Services District	\$10,000,000		\$10,000,000
Van Andel Institute	\$250,000	\$250,000	\$0
	\$18,849,628	\$6,824,446	\$12,025,182
AY 2018			
Salem Township infrastructure ²	\$5,000,000		\$5,000,000
Interchange upgrade (Zeeland)	\$2,000,000	\$2,000,000	\$0
Oceana County Trail	\$1,106,000		\$1,106,000
Grand River environmental testing and dredging*	\$1,075,000		\$1,075,000
Grand Haven State Park upgrades	\$950,000		\$950,000
Bay Mills Indian Community Hospital	\$750,000		\$750,000
Glen Oaks Community College Local Match Funding	\$750,000		\$750,000
Lowell Showboat replacement	\$500,000	\$500,000	\$0
Sault Ste. Marie carbide docks	\$500,000		\$500,000
Oscoda Township water pipeline	\$162,500	\$162,500	\$0
No Wrong Door (Wayne County)*	\$125,000		\$125,000

MSF: FY 2020 SPECIAL LEGISLATIVE GRANTS/ MICHIGAN ENHANCEMENT GRANTS *continued*

Detail by Appropriation Year

AY 2018 <i>continued</i>			
MICorps (Cooperative Lakes Monitoring Program)	\$75,000	\$75,000	\$0
Grayling Airport tree cutting	\$62,500		\$62,500
Kalamazoo County engagement grant	\$50,000		\$50,000
Presque Isle rural broadband	\$50,000	\$50,000	\$0
Camp Grayling Veteran Land Improvement/Camp Grayling Law Enforcement Building	\$37,500		\$37,500
Chesterfield Township Veterans Park sidewalk repair	\$25,000	\$25,000	\$0
	\$13,218,500	\$2,812,500	\$10,406,000
AY 2017			
Detroit Collaborative Design Center	\$50,000	\$50,000	\$0
Dort Highway ³	\$1,800,000	\$0	\$1,800,000
Gogebic County flooding emergency infrastructure improvements*	\$7,553		\$7,553
Oakland County Road paving project	\$375,000	\$375,000	\$0
Unmanned aerial drone development	\$75,000	\$75,000	\$0
	\$2,307,553	\$500,000	\$1,807,553
AY 2015			
GED testing and certification	\$61,160	\$61,160	\$0
<i>*Projects either will not be moving forward or the balance of funds will not be used. Projects closed.</i>			
<i>**Balance of \$500,000 reappropriated in FY 2021 for a new project.</i>			
<i>1 The current agreement ends on January 31, 2022.</i>			
<i>2 The current agreement ends on August 31, 2021.</i>			
<i>3 The current agreement ends on September 30, 2021.</i>			

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION: FY 2020 BUDGET VS. ACTUAL EXPENDITURES

	FY 2020 Budget	Expenditures	Balance
EXPENDITURES			
OPERATIONAL			
Salaries and other administrative costs	\$24,964,700	\$20,741,255	\$4,223,445
Sub-total operational	\$24,964,700	\$20,741,255	\$4,223,445
PROGRAMS AND PROJECTS BY CORE FOCUS			
Business Development	\$20,262,400	\$11,779,562	\$8,482,838
Central Administration	\$3,338,000	\$1,911,512	\$1,426,488
Community Vitality	\$6,180,000	\$2,940,536	\$3,239,464
Image	\$11,231,400	\$5,193,014	\$6,038,386
	\$41,011,800	\$21,824,624	\$19,187,176
TOTAL EXPENDITURES	\$65,976,500	\$42,565,879	\$23,410,621

Note: \$10,876,891 of the unexpended balance was committed to projects at fiscal year end.

FY 2020 REVENUES

	Actual revenues
Corporate revenues*	
Tribal gaming revenues	\$42,959,334
Fees and investments	\$5,689,095
TOTAL REVENUES	\$48,648,429

FY 2020 YEAR END AVAILABLE FUND BALANCE

	Actual revenues
Fund balance	
Total fund balance	\$70,172,626
Operating Stabilization Fund	\$(20,000,000)
Building Sinking Fund	\$(1,750,000)
Strategic projects reserve	\$(1,500,000)
TOTAL FUND BALANCE AVAILABLE	\$46,922,626

* Corporate revenues decreased by \$7.5 million in FY 2020 compared to FY 2019 primarily due to the COVID-19-related closures of tribal casinos.

MICHIGAN STRATEGIC FUND: FY 2020 & AY 2020 BUDGET VS. ACTUAL EXPENDITURES

Appropriation	Core focus	Appropriation	Budget	Expenditures	Balance
Administrative Services		\$2,963,400			
Central Administration			\$2,963,400	\$2,963,400	\$0
Job Creation Services		\$21,270,700			
Community Vitality			\$800,000	\$766,645	\$33,355
Central Administration			\$14,628,000	\$12,624,558	\$2,003,442
Business Development			\$3,435,000	\$2,623,189	\$811,811
Image			\$2,407,700	\$1,008,426	\$1,399,274
Entrepreneurship Eco-System		\$16,400,000			
Central Administration			\$656,000	\$217,640	\$438,360
Business Development			\$14,764,000	\$6,237,953	\$8,526,047
Image			\$980,000	\$803,441	\$176,559
Business Attraction and Community Revitalization		\$79,379,900			
Central Administration			\$3,175,196	\$1,588,595	\$1,586,601
Business Development			\$43,341,425	\$964,381	\$42,377,044
Community Vitality			\$28,894,284	\$10,306,737	\$18,587,547
Image			\$3,968,995	\$1,341,815	\$2,627,180
Community Development Block Grant*		\$47,000,000			
Business Development			\$8,000,000	\$1,666,699	\$6,333,301
Community Vitality			\$25,892,168	\$25,515,069	\$377,099
Arts and Cultural Program		\$10,150,000			
Community Vitality			\$10,150,000	\$9,892,193	\$257,807
Community College Skilled Trades Equipment Program		\$4,600,000			
Legislatively Directed			\$4,600,000	\$4,600,000	\$0
Facility for Rare Isotope Beams		\$7,300,000			
Legislatively Directed			\$7,300,000	\$7,300,000	\$0
Michigan Enhancement Grants/Special Grants		\$2,000,000			
Legislatively Directed			\$2,000,000	\$2,000,000	\$0

MICHIGAN STRATEGIC FUND: FY 2020 & AY 2020 BUDGET VS. ACTUAL EXPENDITURES *continued*

Appropriation	Core focus	Appropriation	Budget	Expenditures	Balance
Coronavirus Public Health Emergency: Federal—PA 67 (CDBG 1)		\$20,501,000			
Central Administration			\$615,030	\$10,084	\$604,946
Community Vitality			\$19,885,970	\$0	\$19,885,970
Coronavirus Public Health Emergency: Federal—PA 67 (CDBG 2)		\$41,987,500			
Community Vitality			\$22,500,000	\$0	\$22,500,000
Business Development			\$18,500,000		\$18,500,000
Coronavirus Public Health Emergency: Federal—PA 67 (NEA)		\$502,400			
Community Vitality			\$502,400	\$502,400	\$0
Small Business Restart Grants		\$115,000,000			
Business Development			\$115,000,000	\$85,150,076	\$29,849,924
State Small Business Credit Initiative (SSBCI)**		\$0			
Business Development			\$13,750,000	\$7,278,070	\$6,471,930
Central Administration			\$376,577	\$343,086	\$33,491
STEP Export Grant (Federal)**		\$0			
Business Development			\$900,000	\$900,000	\$0
Lighthouse Preservation Program		\$307,500			
Central Administration			\$500	\$200	\$300
Community Vitality			\$213,333	\$73,333	\$140,000
State Historic Preservation Office: Tax Credit Fees		\$0			
Central Administration			\$1,210,922	\$1,155,276	\$55,646
State Historic Preservation Office: Historic Preservation Federal Grant		\$0			
Central Administration			\$1,109,068	\$1,105,356	\$3,712
Community Vitality			\$655,000	\$14,970	\$640,030
TOTAL		\$369,362,400	\$373,174,968	\$188,953,593	\$184,221,375

*Budgeted Amount reflects Pass Through grant funds received in the fiscal year.

**Unappropriated Funds

Note: The remaining balance includes funds committed to projects and funds carried forward to FY 2021 as work projects.

MICHIGAN ECONOMIC DEVELOPMENT CORPORATION & MICHIGAN STRATEGIC FUND: *FY 2020 FTE POSITION COUNT*

STAFFING LEVELS FISCAL YEAR 2020			
FTE COUNTS	Corporate FTE Count	State FTE Count	TOTAL FTE COUNT
Program staff by core focus			
Business Development	72	20	92
Community Vitality	28	40	68
Image	23	11	34
Administrative staff	43	43	86
TOTAL	166	114	280
<p><i>Notes:</i> FTE counts are based on full occupancy of all active positions. Administrative staff includes finance, human resources, facilities, legal, compliance and information technology. Staff is spread across all applicable appropriation line item.</p>			

MSF ACTIVITIES: OTHER SECTION 125.2009 REPORT REQUIREMENTS

Sec. 9(1)(i) requires a list of all entities that are in bankruptcy, that the fund has received actual notice of, filed by the direct recipient of an active single incentive of at least \$500,000. The MSF received no bankruptcy notifications in FY 2020. However, there was an assignment for the benefit of creditors for KLO Acquisition in FY 2020. The company was awarded a \$765,000 Michigan Business Development Program grant in 2017 to support an expansion project in Muskegon. The MEDC began the process of reclaiming all money that had been disbursed to the company, which was \$250,000.

Sec. 9(1)(j) requires a summary of the approximate administrative costs used to administer the programs and activities authorized under the MSF Act. This information is included in the MSF Expenditures page of this report.

Sec. 9(4) contains requirements related to a 21st century investment made by the MSF under Chapter 8A, including year-to-year growth and a statement of the

amount of money in each loan reserve fund established under the Small Business Capital Access Program (SBCAP). This information is included in the SBCAP pages of this report.

There are other specific reporting requirements within Sec. 9 for tourism and business promotion efforts, MBDP and MCRP awards and business incubators. This information is included under those program pages in the report.

Finally, beginning July 1, 2015, Sec. 9 (14) requires the report to include a copy of the site visit guidelines for each program that provides financial assistance under the Act and the number of site visits conducted under that program. This information is available at the link below.

MSF site visit guidelines: www.michiganbusiness.org/49b696/globalassets/documents/reports/msf-reports/msf-site-visit-guidelines-3-1-16.pdf.